

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 78

JANUARY 14, 1928

Reference Dept.
7th Floor

Number 2



If It's

Rohe

"Regal"

The Quality Is Unexcelled

Sausage
Hams
Bacon
and
Lard



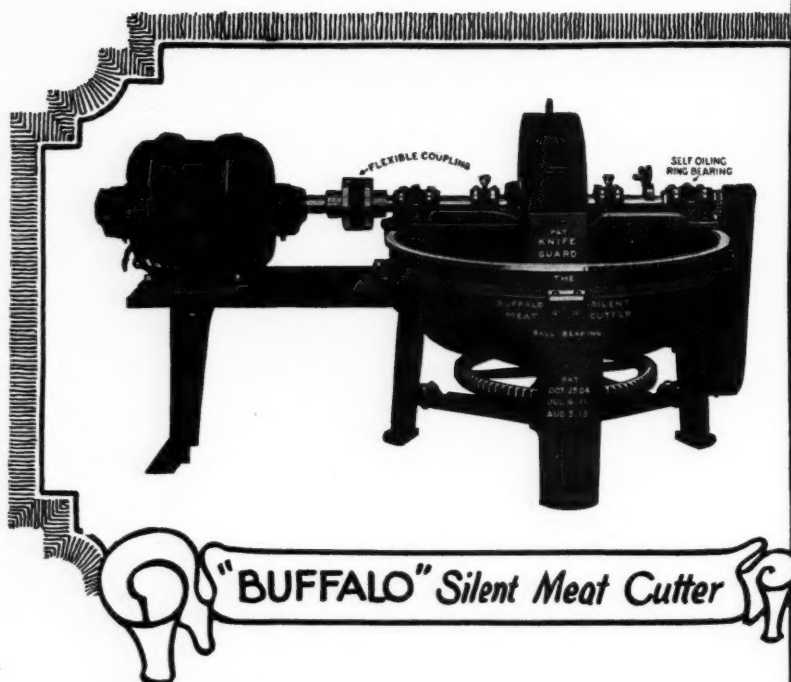
ROHE & BROTHER

Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange



Reference in these advertisements to installation of "Buffalo" Machines in the plant of the Bloomington Packing Co., Bloomington, Ind., was in error. Installation referred to was in the plant of the Bloomington Sausage Co., Bloomington, Ill.

THE "BUFFALO" Silent Cutter produces highest quality sausage that brings a better price yet costs less to manufacture!

Why? Because this machine cuts the meat **RIGHT**, in less time than any other method; leaves **no lumps** or **cords**; absorbs **more water**, thereby increasing the yield.

And it **keeps working** for years and years with practically **no time lost** for repairs. It's a **quality machine** doing a quality job as hundreds of the world's prominent packers and sausage makers know from years of experience.

JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

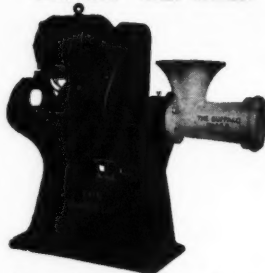
50 Broadway

Buffalo, N. Y., U. S. A.

"BUFFALO"

SILENT CUTTERS ~ GRINDERS ~ MIXERS ~ STUFFERS
SCHONLAND CASING PULLER

"BUFFALO" Meat Grinder



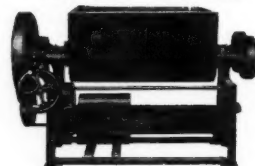
No grinder troubles when you install a "BUFFALO."

"BUFFALO" Air Stuffer



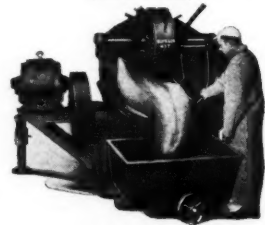
Most sanitary stuffer on the market.

"BUFFALO" Meat Mixer



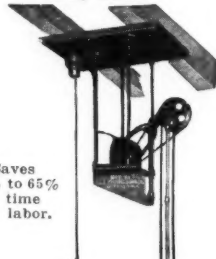
Mixes meat most thoroughly in least time.

"BUFFALO" Self-Emptying Silent Cutter

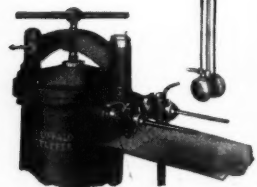


Cuts and empties a bowl of meat in 4 min.

SCHONLAND Patented Casing Puller



Saves 50% to 65% in time and labor.



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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. Number 2

JANUARY 14, 1928

Chicago and New York

When Is Meat Plant Equipment Expensive?

*Cost to Process a Pound or Unit
of Product and Not the First Cost
Determines Worth of Equipment*

There comes a time in the life of every piece of equipment used in a meat plant when it is more expensive to keep it than to throw it away and buy new to take its place.

The value of any machine or device never can be measured by its first cost. This is obvious.

The measuring stick progressive managers now apply to equipment is its ability to produce at a cost equal to or lower than another machine designed to do the same work.

It is the cost at which the machine can produce per pound, or per unit of product, that determines its right to a place in the plant.

Why Production Costs Are High.

Production costs in many meat plants are higher than they should be.

And quite often, too, these high costs are a direct result of a reluctance on the part of the management to invest money in modern, efficient equipment, appliances and devices to replace that which is inefficient, costly to operate and out-of-date.

New machinery costs money, of course. But when a new machine will reduce production and maintenance costs it soon pays for itself.

On the other hand, when inefficient equipment is retained in service the cost of modern devices is eventually paid for with-

out enjoying the benefits that could be had from them.

Nor are these losses confined to the larger, more important and expensive machines. In fact, the aggregate loss through retaining inefficient small devices may amount to a very large sum, because there are more of them.

It Pays to Study Equipment.

It pays to watch and study all

First Cost vs.

Operating Cost

A meat plant uses sheet iron table tops that cost from \$18 to \$21 apiece.

Table tops of non-rusting metal could have been bought for about twice that sum.

Which would have been the cheaper for this plant to use?

Iron table tops rust if not cared for.

This plant pays out each year in labor and materials to prevent rust a sum equal to the first cost of the tops.

The non-rusting tops have a life of from 15 to 20 years. No special precautions are necessary to keep them clean. During the useful life of a table top of non-rusting metal this plant would have saved about \$300 in labor and material now expended on the iron tops to prevent rust.

Had it bought such tops it would have made an interest on its investment as great, or greater, than it could make in any other way.

The first cost of a machine or a piece of equipment does not always indicate what it will cost per pound or per unit of product to use it.

devices and appliances in use in a meat packing plant, regardless of their importance, and to know accurately their operating and maintenance costs.

New mechanical methods and devices should be investigated carefully as they come on the market, and their performances and operating costs compared with machines on hand. Regardless of the first cost of new machines and appliances, it will often be found that they would be a "good buy" at any price.

In the article that follows an expert in packinghouse equipment relates an experience and records a conversation he had recently with a meat packer.

The subject was table tops.

The interesting point brought out is that this packer is paying more each year to maintain his table tops than they cost him in the first place.

Although he knew he could make a big saving by discarding his old tops and replacing them with those of a type requiring less maintenance, he was reluctant to make the change.

Was that good business?

Saving Money on Table Tops

By "The Observer"

A prominent manufacturer of safety razors recently said that what he wanted more than anything else was a blade that would give three excellent

shaves, and then go so blunt that it would be impossible to use it.

The remark indicated that he realized how exceedingly difficult it is for the average man to know when the time comes to throw out the old to make way for the new.

The same problem on a larger scale confronts the purchasing agent of virtually every industry, and presses with particular force on the man responsible for the maintenance of packinghouse equipment.

It is seldom easy to say just when a particular piece of equipment is actually worn out. And this is complicated still further by the fact that the use of some equipment becomes uneconomic long before it is actually due to be relegated to scrap.

Here Is an Example.

In order to illustrate this point we might take the case of a low-priced steel table top, which has a comparatively long life but a high yearly maintenance cost. This is typical of the problems with which the packinghouse purchasing agent must deal.

He knows that the upkeep costs of such a table are unreasonably high when compared with the upkeep costs of a table made from, let us say, one of the highest type of non-ferrous alloys. He also has a shrewd idea that it would pay him to cut his losses and invest in the more modern type of equipment.

Against that, however, he must set

his own very natural desire to obtain full value from the equipment he already possesses.

Preventing Rust is Costly.

These remarks are occasioned by a visit the writer paid recently to a well known meat packing firm. Here the conversation turned to table tops.

The entire equipment in the plant was spotlessly clean, but it was apparent that the cleanliness of the steel table tops was being maintained only in the face of difficulty, for the whole of the surfaces were smeared with paraffin oil. The plant was closed for the day, and the paraffin was the precaution taken against rusting.

It was asked why some more suitable metal was not used for the table tops. This would obviously eliminate the need for a great deal of the cleaning, and also the many disadvantages inseparable from the use of paraffin oil. It was pointed out that monel metal table tops have been in service for from fifteen to twenty years in some of the largest packinghouses, and in view of that fact there was no real economy in using a cheap metal in this particular instance.

"That's true," said the packer, "but it's the first cost I don't like. Steel table tops only cost me from \$16 to \$18, whereas the metal I'd like to have would cost me as much as \$40. That's a lot of money. Before the war steel tops sold for about \$10.00. When the price went up to \$18.00 and \$20.00 I

thought I was paying quite enough. I bought these table tops six years ago. At that time no man living could have sold me table tops at \$40.00 apiece."

He Shies at First Cost.

"But surely," I said, "the cost of maintaining a steel table in really good condition, considering that it is worked upon practically every day, must run into nearly \$40.00 per year, if not more."

"Oh yes," he replied, "there is very little doubt but that I pay out \$50.00 or \$60.00 a year for cleaning those tables—that is, if I figure in the man's time, the paraffin used and the cost of the cleaning materials.

"But I have not yet reached the point where I like to think of paying out \$40 for something that I once used to buy for less than \$10!"

"But you did not buy that something for less than \$10," I pointed out. "Surely what you bought was the less suitable article, which was probably the only thing available in those days."

"That is true," remarked the packer. "But looking at it from my point of view, a table top is a table top, and I don't reckon to spend more than I can help on equipment, especially in these days when conditions in the trade are so bad. And neither does any other packer!"

I thought this over for a few minutes, for it seemed to me the difference between the first cost of the tables was relatively unimportant, and the actual thing to aim at was a low yearly maintenance cost, which would of course take into consideration the interest on capital and depreciation.

They All Hate to Spend Money.

But I had not quite arranged my thoughts in logical sequence when my friend resumed:

"Don't think that I am an exception in this matter. I could take you to half a dozen packers not more than a dozen miles away who dislike paying out money for equipment more than I do.

"One of my friends recently bought a steel table and put blue tiles on it, in order to get a table top at what he figured would be a cheap price.

"It wasn't cheap, as it turned out, because the cement that will stand up against the action of continuous streams of salt water has not yet been made. In fact, this particular table did not last more than two months. The cement simply would not hold.

"Another man I know tried a table which he covered with a special composition which he devised himself, but it wore through in less than three months."

I was about to go back to the question of the first cost of the tables, for
(Continued on page 27.)



SAUSAGE STUFFING TABLES WITH LOW UPKEEP COST.

These tables in the sausage stuffing department of Geo. A. Hormel & Co., Austin, Minn., are built up with pipes and fittings and covered with monel metal. They are strong and durable and both the table top and the floor underneath can be kept clean and sanitary with a minimum of expense and effort.

Income Tax Cut for Small Concerns

**Watch Congress for Possible Action
Favorable to Stockholders in These—
Don't File Returns Until Close to Limit**

Proposed income tax legislation giving relief to corporations is now before Congress.

As these measures may become law before March 15, it would be well for corporations to withhold the filing of their income tax reports until as near March 15 as is reasonably possible.

The Secretary of the Treasury has recommended that corporations with not more than 10 stockholders, and net incomes not exceeding \$25,000, be given the option of filing their income taxes either as corporations or as partnerships.

Tax Reductions Possible.

If small corporations are permitted to file as partnerships the tax paid will be considerably less.

Another proposal before Congress is for a reduction in the tax on corporations having net incomes of \$15,000 a year or less. This proposal would reduce the present tax of 13½ per cent on such corporations to a range of 5 to 9 per cent.

A reduction of 2 per cent is recommended in the income tax of all corporations, and this proposal also stands a possibility of becoming law before March 15.

Some form of tax revision will undoubtedly become law during the present session of Congress. It may be before March 15.

If not, it is probable that a general extension of time for filing the income tax return will be granted to corporations, and to possibly individuals also.

Therefore, it would be well to delay filing the report as long as possible, so that it could be made to conform with the new provisions of the income tax law.

The proposed tax revisions, and the effect they will have on income taxes paid, are outlined in the following article by THE NATIONAL PROVISIONER'S income tax consultant.

Watch the New Tax Bill

By W. B. Swindell, Jr.*

When Congress starts work on a new revenue bill there is no way of knowing when the measure will become law.

However, relief to corporations is extremely probable. For this reason all concerns that are incorporated should bear this fact carefully in mind. A wonderful sort of relief has been proposed for small corporations.

Secretary of the Treasury Mellon has recommended that corporations that do not have more than 10 stockholders, and whose net incomes do not exceed \$25,000, be permitted the option of being taxed either as partnerships or as corporations.

It is impossible to conceive of the immensity of relief to be granted here,

What They Think of the New Dress

Here are a few comments on THE NATIONAL PROVISIONER in its new dress, just as they came in.

The first message was a wire early Monday morning:

HENNEBERRY & CO.
Arkansas City, Kan.

Congratulations on the new dress. We like the front cover color and the message.

R. T. KEEFE.

In the first mail came a letter from the head of Swift & Company's sausage and casings departments:

SWIFT & COMPANY
Chicago

Congratulate you on the new size and arrangement. Am sure it will be much appreciated by your many readers.

R. W. HOWES.

Another from a leading Western packer:

RATH PACKING CO.
Waterloo, Iowa.

The first copy of THE NATIONAL PROVISIONER in its new dress reached us today. We think it is a great improvement. Congratulations.

JOHN W. RATH.

Here is one from an outstanding Middle West packer:

HAMMOND STANDISH & CO.
Detroit, Mich.

Permit us to join the caravan in congratulating you on the new dress of your always-looked-for PROVISIONER. It certainly is great, and the boss joins me in wishing you your well-deserved success.

H. M. SHULMAN.

And the characteristic postal card from "everybody's friend":

JOHN W. HALL
Broker

Congratulations on the new make-up of THE NATIONAL PROVISIONER. That's a big step in the right direction.

A fellow was asked if he believed in the prolongation of human life. "Not me," said he. "I'm an undertaker."

As for me, I believe in progress in all directions.

JOHN W. HALL.

unless you have seen the income tax reports of small corporations.

Relief to Small Corporations.

In the year 1924 such corporations as showed net income reported a total net income, without deducting income taxes, of \$8,890,821,499. These companies paid in taxes, outside of the income tax, \$1,304,169,207. In income taxes they paid \$881,549,546, at the rate of 12½% which was the rate applicable in 1924. This made a total of \$2,185,718,753.

To get an idea of the tremendous effort of Mr. Mellon's recommendation, let us consider the fact that when we include the tax paid by individuals on dividends which they receive from corporations, the rate of the tax on net corporate income is 15.27%.

Now, if all these corporations had been taxed as partnerships, an average rate of tax on their net income would have been 9.10%.

There are 2,500,000 individuals who return taxable net income, and the average rate of tax on their income has been reduced to 4.20%, as compared with 3,000,000 stockholders who are virtually taxed on a part of their income at the rate of 13½%.

There are less than 9,000 individual income tax payers whose average tax as returned equals or exceeds 13½% of their taxable income. This one thing shows how important Mr. Mellon's proposal is.

Stockholders Unfairly Taxed.

In other words, millions of stockholders are paying 13½% on their income from corporations, although there are only 9,000 individual income tax payers whose average tax is as big as this.

It is plain from these figures that corporation stockholders have been unfairly taxed, as compared with individual taxpayers who are not stockholders in corporations. This is one of the reasons why Secretary Mellon has recommended so strongly that the corporation rates be reduced.

The Treasury Department made a study of the taxes of individuals who were chief stockholders in corporations having net incomes of \$55,000 or less. It found that these stockholders would, without exception, have paid a smaller tax to the federal government had they done business as partners rather than

as a corporation. Not only that, but in 86% of the cases where the net income of the corporation was \$100,000 or less, the same conclusion was true. Out of 252,334 corporations reporting net income for the calendar year 1925, no less than 232,346 had incomes of less than \$50,000 a year.

So, according to the Treasury Department, the latest figures available show that 92% of the corporations reporting net income paid higher taxes in a given year than they would have had they been partnerships.

Relief to Small Corporations.

Secretary Mellon in his recommendation to Congress states that while it is desirable to reduce the rate of all corporations, some additional relief should be granted the stockholders of the small closely held corporations whose situation is substantially the same as that of a partnership, although they actually do business in corporate form.

Companies which are incorporated have had to pay a flat tax of from 12½% to 13½% for a number of years. As the income tax rates on individuals now have a maximum of 20%, and this maximum is not reached until incomes of tremendous size are involved, it can well be imagined what a big relief this will be to individuals in small corporations.

It is not known as this is written whether Secretary Mellon's plan for relief to small corporations will go through. It is possible that the revenue bill which has been recommended by the Ways and Means Committee of the House of Representatives, providing for a graduated tax on corporations whose net income does not exceed \$15,000, will be substituted for the present law. The taxes on these corporations would run from 5% to 9%, instead of 13½% as under the present statute.

A reduction from 13½% to 11½% for all other corporations is likewise recommended by the House Ways and Means Committee, and it may be that this will go through also.

Hold Up Filing of Returns.

There seems to be a very strong possibility that relief will be given, not only to the small corporations, but to the big corporations in some form.

For this reason I recommend that you do not file your corporation report too far ahead of March 15. The new tax bill may become law before some time in March, and if this is the case I would certainly not file my return hastily, but would hold it up to a date somewhere near March 15, so that I would still have plenty of time to put it in before March 15.

If the revenue law is delayed in passage until some time in March, I think there will undoubtedly be a gen-

Keep an Eye on Congress

There is no use tying up money in income taxes that will eventually be returned to the taxpayer.

In view of the proposed legislation now before Congress it might be well to delay filing of income tax reports until as near March 15 as possible.

This legislation is designed to give relief to corporations and individuals who draw all or a part of their incomes from corporations.

Small corporations may be permitted to file their schedules as partnerships. This would reduce their rate.

The rate may be reduced on all corporations from 13½ to 11½ per cent.

Anyway, it's worth waiting for.

eral extension of time granted to corporations, if not to individuals also.

I feel quite convinced that there will be lower rates for all forms of corporations, so I believe it is a good idea to wait until you see what Congress is going to do; that is, to wait as long as you may and still get your return in on time.

*The writer is associated with M. P. Snow and Company, Public Accountants and Tax Consultants, Chicago, Ill.

Trade Gleanings

E. S. Street & Co., Dublin, Ga., have opened a meat curing plant.

A factory for the manufacture of pork sausage will be started in Escondido, Calif., by L. S. Schnebly.

The Interstate Packing Co., 32 Court St., Brooklyn, N. Y., has been incorporated with a capital stock of \$60,000.

Fire in the smokehouse of the Mission Provision Co., San Antonio, Tex., recently damaged the building to the extent of about \$3,500.

A new addition is being built to the plant of the Mission Provision Co., San Antonio, Tex. The cost will be in the neighborhood of \$75,000.

The Western Packing Co. and the Kenton Packing Co., Portland, Ore., have been taken over by the Gelinsky Market & Packing Co. of that city.

The Texas Refining Co., Greenville, Tex., will erect a cottonseed house 70 by 200 ft. in size. The building will cost \$16,000 and the equipment \$12,000.

Zitron Bros., meat packers, Milwaukee, Wis., have been incorporated with a capital stock of \$10,000. The incorporators are Wm. Zitron, Mrs. Jennie Zitron and Harry Zitron.

The Delizia Sausage Mfg. Co., 3831 S. Halsted St., Chicago, Ill., has been incorporated with a capital stock of \$50,000. August F. Kovich, Antonio Grotto and John Horich are the incorporators.

At a recent meeting of the directors of the Brenham Cotton Oil & Manufacturing Co., Brenham, Tex., D. C. Giddings, Jr., was elected director and president to succeed his father, the late D. C. Giddings.

The new plant of the Banfield Bros. Packing Co., being built at Enid, Okla., will be ready to start operations about February 1, it is expected. The plant will have a capacity of 300 hogs and from 60 to 100 cattle weekly.

Members of the North Carolina Cotton Seed Crushers' Association and their guests held their customary meeting and outing at Norfolk, Va., recently. The attendance was quite up to the record of recent years.

The Colorado Animal By-Products Co., Butte, Mont., has been incorporated with a capital stock of 250 shares of stock of no par value. The incorporators are Jacson Golden, Max Feldman, Peyser Sobie, James Brennan and J. H. DeVine.

The old cottonseed trading ring in the New York Produce exchange has been replaced with a new and larger one and a new rostrum built at the side of the ring. New blackboards for the posting of cottonseed oil, cotton and lard have also been constructed.

The Northern Packing & Provision Co., Fort Collins, Colo., has been taken over by the Northern Packing Co., newly-organized by Denver men. The plant will be enlarged and made more efficient. The organizers for the new incorporation are Herbert Alpert, Mark T. Snodgrass and Oscar Tittman.

A new rendering works is being built in Enid, Okla., by the Banfield Bros. Packing Co. The plant is located some distance from the packing plant and will be known as the Enid Rendering Works. It will handle all inedible material from the Banfield Bros. plant and such other product as is available locally.

A meat packing plant is being planned at Dearing, Kan., by R. J. von Kenesbeck, A. T. Rex and J. B. Baldwin. Ten acres of land have been selected on which to build the plant and it is expected that construction work will start in the near future. The initial investment will be \$60,000 it is said.

M. E. Singleton, St. Louis, Mo., and Ed. Woodall, Dallas, Tex., have purchased the plant of the Kaufman Cotton Oil Co., Kaufman, Tex. The Terrell Oil & Refining Co., Terrell, Tex., was acquired by Mr. Singleton several months ago. Both men are veteran figures in the cotton oil industry and among its most successful operators.

Directors of the Adolf Gobel Co., New York City, have called the entire outstanding 7 per cent convertible preferred stock of the company for redemption on Feb. 10, 1927, at \$115 a share and accrued dividends. Until Feb. 1 each share of preferred stock may be converted into three shares of common stock. There are \$800,000 of preferred stock outstanding. The regular quarterly dividend of \$1.75 will be paid on February 1.

Assets of the Phenix Cheese Corporation have been acquired by the Kraft Cheese Company, according to an announcement recently made by the president of each organization. In order that the good will of both companies may be maintained, the name of the consolidated companies will be changed to Kraft-Phenix Cheese Company, with James L. Kraft chairman of the board of directors and Jason L. Whitney, the former president of the Phenix company, president.

The Business Paper and the Growth of Wealth

By DR. HOLLIS GODFREY

President, The Engineering Economics Foundation Boston, Mass.

What good does one get from reading his business paper?

Why does a business paper such as THE NATIONAL PROVISIONER exist?

What help is it to the meat packing and its by-products and allied industries?

Recent researches have brought out the fact that the growth of great wealth in this country did not really start until the business paper appeared with its information of right and wrong practices, of the basic principles of business, and of the current data of the industry needed to conduct business on a profitable basis.

These same researches have shown that there are some three million people in industry with a high school education who want to improve their business positions. These people are studying either in night schools or at home.

The only place they can get a constant supply of basic information regarding right practices, principles and progress in their several industries is from the printed page—their business papers.

So says the authority who made this study, and who writes of it here.

The meat packing and its allied industries have their share of these three million students.

There are also a large number of people in these industries who are not reading and are not studying. These people, too, need the aid of the printed page. It is not always easy to reach them. But there must be the constant effort on the part of the business press to attract their attention, so they may ultimately be led into absorbing more information, to make them more efficient.

It is only through knowledge—constant, up-to-date information—that industry meets the competitive factors of the present day, and prepares for the problems of the future. The business paper should furnish its industry with this knowledge.

Dr. Hollis Godfrey, president of the Engineering Economics Foundation of Boston—a modest enterprise which has done a remarkable piece of work—has supervised researches on wealth and the factors which created wealth.

One conclusion of his twenty-one years of research is that the business paper has led in developing the production of wealth.

As a result of his work Dr. Godfrey gives an outline of the part the business paper will play in the future of its industry, its relation to development of new vital capital, and its responsibility in educating that great group which is seeking further knowledge in order to achieve industrial success.

Dr. Godfrey says:

It was twenty-one years ago—in September, 1906—that I published my first paper on factors affecting the growth of wealth—"goods and services of value for human use"—in the United States, and of the relation of the work of men to that growth.

In those twenty-one years the group which I have the honor to lead has been studying from every angle how wealth

grows, what its sources are, how it is exchanged and how men affect the growth of wealth in their different conditions as producers and consumers.

Strangely enough, in those twenty-one years there has been little done to solve the problems of the total field of wealth.

Since 1900 only sixty-nine books have been bought by the Boston Public Library and the Widener Library, of Harvard University, under the divisions of wealth. Only four of the books on wealth published since 1910 have treated it from the standpoint of the United States, and not one of them recorded the growth of wealth during our history as a nation; all the others consider wealth in other countries—England, France, Germany, etc.

The result of that limited amount of literature on wealth has been that there have been few records in books of the total growth of wealth. We have had to go back to the original sources to obtain knowledge of wealth; going back and getting long-buried statistics, searching libraries for reports of long-dead authorities; going through early files to determine how a business paper happened to be established, going back again and again to the original figures and digging out one after another the facts about wealth and about the work that creates wealth.

The twenty-one years spent in research on wealth—goods and services of value for human use—and on the work of men in their relation to it has, therefore, been a true exploration into sources. The fact that we had to go back to the original sources at every point brought the period when we could draw final conclusions late in the research.

It was about a year ago that we finished one division of the research. Then I found one factor of transmission, the business paper, that could fit throughout the chain of supply and demand which creates wealth.

At the end, coming after twenty years to a definite point, I found where the business paper came in as a notable factor in the growth of wealth.

Understand that the final development was the result of long research on facts, not opinions. With that introduction I turn to the research itself.

Growth of Our Material Wealth.

We went back, first, to the parliamentary estimates of the wealth of the colonies, obtained for taxation purposes, to find out what the wealth was in that time. We then followed on to estimates begun in 1790, our first records of wealth in the United States.

And what a small beginning it was!

(Continued on page 32.)



DR. HOLLIS GODFREY.

Armour Sales Over Nine Hundred Million

Sales in excess of \$900,000,000 are reported by Armour and Company for the fiscal year ended October 29, 1927.

The income totalled \$20,373,663.72, but interest and depreciation reduced this amount to \$538,175.09. After the deduction of dividends on preferred stock the surplus on October 29, 1927, was \$46,424,437.64.

Inventories of merchandise at the close of the year were valued at \$119,261,259.95. Funded debt and preferred stock to the amount of \$1,493,000 were retired during the year, and the property account was reduced by \$3,400,000.

In his letter of transmittal to the stockholders President F. Edson White called attention to the unsatisfactory profits of the year and the reasons therefor. He said:

Why Profits Were Unsatisfactory.

"Herewith is submitted consolidated balance sheet and income account of your company for the fiscal year ended October 29, 1927.

"During the year the total sales were in excess of \$900,000,000. Due to a most unusual year profits were unsatisfactory, primarily on account of steadily declining prices for live hogs, causing heavy inventory losses on pork products.

"Your company earned its fixed charges for interest and depreciation and maintained its strong financial position.

"In addition to paying regular dividends on preferred stock, the company retired \$1,493,000 of funded debt and preferred stock. By virtue of write-offs for depreciation and the sale of idle properties, there was a reduction in the property account for the year of \$3,400,000.

"Important among the accomplishments of the year was the stabilization of South American meat trade conditions, the uncertainties of which had hung like a pall over the business for some time. This situation developed too late to affect the 1927 results. There is reason, however, to expect that the South American business will realize normal earnings in 1928.

"The fertilizer business has been disappointing during the past year, but the outlook for the new year is favorable. Our leather subsidiary operated upon a satisfactory basis in 1927, and promises well for the coming year.

Inventory was 3 Million Less.

"We begin the new year under favorable conditions. Our total inventory at the close of business, October 29, was \$3,000,000 under that of the previous year, and, having liquidated our stock of packing house products to the low-

est point in several years, leaves us in excellent shape, because we are entering the new season on lower values for raw material.

"Record should be made here of the fact that the company's stockholders now number 80,000, of which a substantial number are employees. The co-operation of stockholders and employees in promoting the interests of our business, together with a better understanding of our problems on the part of both the producers and consumers of our products, constitute gratifying elements in the situation."

Officers and Directors.

The officers of the company are F. Edson White, president; Philip D. Armour, first vice-president; Arthur Meeker, A. Watson Armour, Charles H. MacDowell, Frederick W. Ellis, Herbert S. Johnson, George M. Willetts, T. George Lee, Warren W. Shoemaker, Lester Armour and Henry C. Carlson, vice-presidents; William P. Hemphill, vice-president and secretary; Philip L. Reed, treasurer; Edward L. Lalumier, comptroller; Charles E. Hazard, Louis E. McCauley and Herbert G. Black, assistant treasurers; Warren H. Sapp, general auditor and assistant secretary; Albert H. Willett and John A. Brown, assistant secretaries.

Directors of the company are Samuel McRoberts, Albert H. Wiggin, Philip D. Armour, Charles F. Curtiss, Bernard A. Eckhart, A. Watson Armour, Robert P. Lamont, Arthur Reynolds, Lester Armour, Arthur Meeker, Harvey J. Sconce, Laurance H. Armour, John S. Pillsbury, Sewell L. Avery, Philip L. Reed, Nelson Morris, James H. Douglas and F. Edson White.

Income and Surplus.

The consolidated income and surplus statement for the fiscal year ended October 29, 1927 for Armour and Company, including Armour and Company of Delaware, the North American Provision Company and subsidiaries, is as follows:

Income before deducting depreciation	
And interest	\$20,373,663.72
Less—depreciation—buildings, machinery, cars and equipment	8,554,748.80
Income before charging interest	\$11,818,914.92
Interest charges	11,280,739.83
Income before dividends	\$ 538,175.09
Surplus October 30, 1926	55,054,776.80
	\$55,592,951.89

Preferred stock dividends:

Paid Jan. 1, April 1, July 1, Oct. 1, 1927	9,168,514.25
Surplus—October 29, 1927	\$46,424,437.64

Consolidated Balance Sheet.

The consolidated balance sheet as of October 29, 1927, is as follows:

ASSETS	
Current Assets:	
Cash	\$ 11,085,715.53
Accounts Receivable	53,332,967.32
Notes Receivable	10,680,077.20
Inventories of Merchandise (less \$12,610,355.00 Drafts drawn against Foreign Consignments)	*119,261,259.95
Marketable Securities at estimated realizable values	8,841,656.56
Investment stocks, bonds and Advances	30,794,619.37
Properties:	
Land, Buildings, Machinery and Fixed Equipment	\$204,700,797.28
Refrigerator Cars, Delivery Equipment, Tools, etc.	16,817,700.00
Franchises and Leaseholds	1,973,467.74
Deferred Charges, including unamortized Discount	13,744,180.35
	\$471,241,450.30

*Packing House Products, at Market values less allowance for selling expenses—Other Products and Supplies, at Cost or Market, whichever is lower.

LIABILITIES.

Current Liabilities:	
Notes Payable	\$ 25,968,580.00
Acceptances Payable	12,105,291.17
Accounts Payable	15,158,902.71
	\$ 53,232,773.88
Gold Notes:	
Morris & Company—7½%, due in 1930	12,250,000.00
First Mortgage Gold Bonds:	
Illinois Company—4½%, due in 1939	\$ 50,000,000.00
Delaware Company—5½%, Guaranteed, due in 1943	60,000,000.00
Morris & Company—4½%, due in 1939	15,756,000.00
	125,756,000.00
Reserve for Contingencies	1,000,000.00
Minority Stockholders' Equity in common Stock and Surplus of controlled companies herein consolidated	1,761,638.78
Guaranteed 7% Cumulative Preferred Stock Issued:	
Delaware Company \$ 62,918,200.00	
The North American Provision Company	8,000,000.00
	71,518,200.00
7% Cumulative Preferred Stock Issued—Illinois Company Common Stock Issued—Illinois Company: (Par Value \$25.00 per share) Class "A"	\$ 50,000,000.00
Class "B"	50,000,000.00
	100,000,000.00
Surplus	46,424,437.64
	\$471,241,450.30

Do You Know?

How your hogs are cutting out, Mr. Packer?

Do you know, or do you merely guess—and hope you are coming out all right?

Under present conditions, the wise packer will make a test of his hogs every day. Overhead has a bad habit of eating up all the profits unless you watch it closely.

By using THE NATIONAL PROVISIONER Short Form Hog Test you will know how you stand. Fill it out with your own figures and see where you come out!

Know what you are doing, and dodge the "pawn-broker!"

THE NATIONAL Provisioner

Chicago and New York

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Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS

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OTTO V. SCHRENK, *President.*
PAUL I. ALDRICH, *Vice-President.*
OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

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THE NATIONAL PROVISIONER is put on
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*If there is any delay, please save the
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This will aid us in obtaining proper
service for you from the Post Office.

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timore, Md.; Thomas E. Wilson, Wilson & Co.,
Chicago.

Lamb Is Good Eating

The season of heavy lambs—with
the problems they furnish the packing
industry and the retail trade—is at
hand. It is one of those situations in
livestock production that cannot well
be overcome, and must be met with
trade help.

The heavy lamb comes from the
range sections. He is a well-bred
animal, and hence makes rapid gains
in weight before he actually carries the
finish required by the trade.

In the past, when the range lamb
was lighter in weight but poorer in
quality, the sheepman was urged to
improve the breeding of his flocks for
better meat and wool. This he did, and
the result is the heavy lamb which the
trade has been getting in December,
January and February.

There is little question but that the
range lamb furnishes some of the
finest meat that comes on the market.
At the same time it supplies cuts that
are a little too large for the average
family trade but ideal for the dining
car, club, hotel and restaurant trade.

During the period of these runs of
heavy lambs every effort should be
made to turn as much of this meat into
the restaurant and hotel trade as pos-
sible. New methods of breaking up
the lamb carcass, especially those that
will not leave so much weight on the
leg, will help materially in moving
this meat into consumptive channels
without a discount.

At the same time the feeders of
these lambs are making an effort to see
that the market is not glutted at any
one time with this class of livestock.

They must all move into trade chan-
nels within a given time, but unusual
numbers need not be marketed in one
day or one week. The sections where
these lambs are fed are pretty well
concentrated, and a little cooperation
on the part of feeders has done much
to help the situation.

It has been estimated that 75 to 85
per cent of the lamb production of the
country is consumed east of Chicago,
and the bulk of this goes into con-
sumptive channels north of the Ohio
river.

Only recently the National Live
Stock and Meat Board has taken up
the extension of lamb consumption
throughout the West and other areas

where this meat is less generally used.
Other agencies are urging lamb pro-
ducers to consume more of this meat,
and to do their share in extending its
consumption in rural sections.

In all cases the fine quality of the
meat from the heavier lamb can be
stressed. Promotion of the profitable
marketing of these quality lambs is an
effort in a worthy cause. Everybody,
from producer to retailer, can do his
share.

Hog and the Corn Borer

The corn borer is still a menace to
the country's corn crop. So far con-
trol measures have held this pest in
check, and researches are in progress
which it is hoped will bring about its
eventual eradication.

A conference on corn borer research
was held in Washington recently under
the direction of the U. S. Department
of Agriculture, in which representa-
tives of 25 states participated. A re-
search program was worked out for
complete cooperation among all agen-
cies, and at the same time practical
measures devised that would help to
prevent the spread of the pest.

Corn has been regarded as the
principal feed of the American hog.
As a matter of fact the hog has been
used to market corn, rather than corn
being grown because it was the best
feed for the kind of hog that would
produce the meat the consuming public
wants.

There is no doubt that corn is needed
in the production of the hog crop, but
it is a question whether it is needed
in such quantity as it has been used
in the past.

Often the packing industry has been
burdened with heavy fat hogs because
the corn crop was heavy. It was the
packer's job to find an outlet for lard
and fat pork cuts, because the farmer
had seen fit to market his surplus
corn that way. It made little difference
what the packer really needed in the
way of raw material.

While no one wants to see a spread
of the corn borer, it might not be a
disaster to the American meat indus-
try if something should make farmers
in certain sections of the country think
in terms of a variety of grain feeds for
hogs.

Practical Points for the Trade

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To Hold Hams and Bacon

What is the best way to hold hams and bacon?

When receipts of hogs are heavy at all markets, packers are confronted with the possibility of holding more product than their regular trade requires in cured form.

Instructions have been given in THE NATIONAL PROVISIONER from time to time on the holding of hams and bacon. But many subscribers appear not to have preserved these, and they are repeated here for the benefit of all packers who plan to take a chance on holding product over a long period.

There are two ways of holding product. The cured or partially cured meats may be back-packed and held at low temperatures, or the product may be frozen green and thawed and cured as needed.

Back Packing.—If the cured product is to be back-packed, it should be pulled just before cured age, say about 5 days, packed in tierces and covered with 40 to 45 degs. plain pickle. Then put in the freezer at 5 to 10 degs. above zero. Product handled in this manner will keep for a year or longer.

Care should be exercised to see that the back-packed product is held at temperatures below 15 degs., as hams and bellies will continue to cure at 15 degs. or higher.

Green Frozen.—Perhaps the most satisfactory way to handle hams and bellies where a long holding period is involved is to freeze the product green.

If the product is properly handled, this method will result in a big saving over back-packing the cured product, and many believe product so handled will give better satisfaction to the trade.

Of course, particular attention must be paid to the product from the hog chill rooms until it is delivered to the freezer. The meat must be handled promptly, as delays on fresh meats are dangerous. Proper temperatures must be maintained throughout.

Temperatures for freezing green hams and bellies should be at zero or 10 degs. below for the first 48 hours, then transfer to 10 to 15 degs. above zero for holding.

The most satisfactory way to thaw green hams is to deliver them direct from the freezer to the curing cellar, place in vats and cover with 60 degs.

plain pickle, keeping the product submerged in the pickle as in curing.

The object in keeping the frozen product in the mild plain pickle is to exclude air and give a gradual thaw.

When the hams are sufficiently thawed and ready for curing, showing about 35 degs. inside temperature, the pickle in which they are thawed may be reclaimed in the same manner as No. 2 ham curing pickle.

This method has been adopted by many packers and they claim that hams thawed this way produce just as good a color coming out of the smokehouse as the product that has not been frozen.

Frozen bellies that are to be dry cured should not be defrosted in pickle. Instead they should be spread on a bench or table in natural temperatures, and allowed to remain until the frost is all out of them.

The regular curing time specified for green meats that have not been frozen can be reduced about one-third for defrosted hams and bellies, due to the fact that the frozen product when thawed out is more porous, and the pickle or cure will penetrate more rapidly.

There are instances where pickled meats are pulled at cured age and frozen, but the successful packer avoids this practice as much as possible. The necessity for this usually arises when the movement of the product into the trade slows up, or when packers overestimate on their put-down.

Dry Cured Bacon

Fancy dry-cured bacon is always in brisk demand. It is especially well suited for selling sliced in cartons, and appeals to the trade that demands a high grade product.

It is not difficult to make, *if you know how.*

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by filling out and mailing the following coupon, together with a 2c stamp:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me formula and directions for making Fancy Dry Cured Bacon.

Name

Street

City State

Enclosed find 2c stamp.

Why Meat Cans Bulge

In the November 5 issue of THE NATIONAL PROVISIONER there was published on page 26 an article entitled "Trouble in Meat Canning." In this a Southern packer who is canning meat tells that he is experiencing difficulty because the cans bulge after being closed, and he asks for a way out of his trouble.

It was explained to him that his trouble arises mainly because the cans are not subjected to sufficient heat to sterilize them thoroughly, and that the bulging is caused by bacterial action.

An expert on meat canning who read this article has further information to give to this packer. In a letter to THE NATIONAL PROVISIONER he says:

Cleanliness Is Essential.

Editor THE NATIONAL PROVISIONER:

I read with interest the letter from the Southern packer who is having trouble with his cans puffing, and it occurred to me that I might give him some information that would help him out of his difficulty.

The puffing of the cans usually happens when no particular attention has been paid to cleanliness.

If a packer wants to can meat or sausages, he should pay particular attention to clean tables. They must be absolutely dry. They cannot be made out of iron, but some non-rusting metal is better.

Furthermore, the workmen must have clean hands, and even should not have any dirt under their finger-nails. They should not wear oil aprons, but white linen aprons.

In addition, great care must be exercised in the cleaning of the cans themselves. The cans should be cleaned with a glass-cleaning brush in lukewarm water, which has a sprinkling of soda in it. Then they should be rinsed in clean cold water. After they have been rinsed the inside of the can should never be touched again with the fingers.

Of greatest importance, also, is the sterilization or the cooking of the filled cans. Cooking in an open vessel over an autoclave is preferred because it will turn out a better lasting product.

In addition, we must have a pickle for the filling of the cans. This should be a 3 per cent pickle, meaning 100 lbs. of water to 3 lbs. of salt.

CANNING FOREMAN.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask the "Packer's Encyclopedia," the meat man's dictionary and guide.

Making Chili Con Carne

Chili con carne is popular in some sections of the country, and is a good seller. Originally a Mexican dish, it has been adapted to commercial use in this country with much success.

A Western manufacturer of fancy meat products wants to know how Chili is made. He says:

Editor The National Provisioner:

We will appreciate your giving us information regarding the manufacture and formula for chili con carne. We refer to the dry loaf product put up in 1 lb. and 5 lb. forms.

Following are formula and directions for making a first class brick chili:

Meats:

- 100 lbs. beef trimmings.
- 18 lbs. beef tallow.
- 12 lbs. cottonseed oil.

Seasoning:

- 8 lbs. bread or 6 lbs. flour.
- 6 oz. cumine.
- 1 oz. origanum.
- 1 oz. cloves.
- 1 oz. nutmeg.
- 15 oz. paprika.
- 2 lbs. 6 oz. salt.
- 6 lbs. chili pods.

The first process is to heat the tallow and oil together in a kettle. Add the beef trimmings after they have been ground through $\frac{1}{2}$ -inch plate. Take the 6 lbs. of chili pods, steam and then grind through the smallest plate available. Add the ground pods to the kettle after it has boiled about one hour.

After the kettle has cooked about 3 hours, dip off surplus grease and add the seasoning. Finish the cooking time and add bread or flour just before taking off.

The cooking time on chili may vary from 3 to 4 hours, depending upon the quality of trimmings used.

After cooking, the chili should be measured and poured in 1 and 5-lb. chili pans, and left in the cooler until it is set. Then a coating of tallow and oil, mixed 60 and 40 per cent, should be poured on the top of each container.

When ready to remove the chili from the container, dip in hot water and the loaf will come out without breaking.

Range in Buying Bellies

A Southern subscriber asks whether or not there is any leeway in the weight of bellies as purchased. He says:

Editor The National Provisioner:

We are wondering whether or not there is any leeway in weight in buying bellies. For instance, if we buy a car of 18/20 dry salt clear bellies, and they average 20 lbs. or over, are we within our rights in making a claim?

We would like to know just what the accepted trade practice is regarding an incident of this kind, be it over or under the average in weight.

According to Board of Trade rules, on a 20 lb. average no piece heavier than 24 lbs. should be included, and nothing lighter than 16 lbs. On an 18

lb. average no piece heavier than 22 lbs. and nothing lighter than 14 lbs. should be included.

It is customary where an 18/20 lb. average is specified to come as close to one figure or the other as possible.

Some buyers confuse the "average" with the "range." In case "range" is mentioned in buying a car of 18/20 lb. bellies, then it is understood that no piece weighing over 20 lbs. and no piece under 18 lbs., should be included in the car.

The importance of specifying "range" or "average" when giving an order is apparent.

GOOD EQUIPMENT PAYS.

(Continued from page 20.)

the method of obtaining low unit cost of production by higher capital outlay was one in which I had always been interested. But my friend took up this question once more of his own accord.

Now He Sees His Mistake.

"Of course," he said, "it was a mistake to buy those tables in the first instance. I admit that. I realize I should have done better to have the higher-priced equipment. But it's so easy to be wise after the event.

"In some ways I'd be very glad if these tables would wear out. Then I should know what to do. But I have to keep them in good condition for the sake of my product, which means I'm paying out a lot of money in maintenance costs to keep something I'd be glad to be rid of!"

"You're between the devil and the deep sea," was my consolatory remark. "But you haven't heard the worst

Frankfurt Costs

Are your frankfurts making money for you?

The only way to *know* is to make frequent tests. Cost of materials is likely to change overnight, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S Revised Sausage Test Card will help you in your figuring. Send for a supply on the coupon below:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me.....Sausage Test Cards. I want to keep posted on my frankfurt costs.

Name

Street

City State

Single copies, 2c; 25 or more, 1c each; quantities at cost.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic.

BASIC PRINCIPLES.

Basic principles are always the same. You may sometimes feel that your problems are "entirely different" and peculiar to your own plant. But not so.

A heat unit in your plant is the same as a heat unit in a perfume factory. A degree Fahrenheit is the same everywhere. Water has the same characteristics at the equator as at the north pole. A boiler is a boiler wherever placed.

Hence it is well to take an interest in power plant problems everywhere.

Perhaps the engineer in some perfume factory has solved your own peculiar problem. It pays to broaden out and look through the other fellow's plant whenever possible.

It pays to attend such a show as the recent Power Show in New York which was largely a display of basic principles. Another show will be held in Chicago in February. Attend it if possible.

yet. I've not only got to wear these six tables out, but I've got six more in storage that my partner picked up cheap at a sale. He thought he was doing me a good turn."

"Sell them," I advised. "Pass the babies to some other packer. Or insure them and leave them outside the plant where some friendly thief can lift them with a truck."

"I've thought of selling them," he said, "but it would mean letting them go at a give-away price. That last idea of yours might turn out to be sound though. I must think that over!"

When I left him he was trying to extract what cheerfulness he could from a not very cheerful situation.

(Another story by "The Observer" on what he saw in a meat plant will appear in an early issue of THE NATIONAL PROVISIONER.)

Keep Tankage Dry

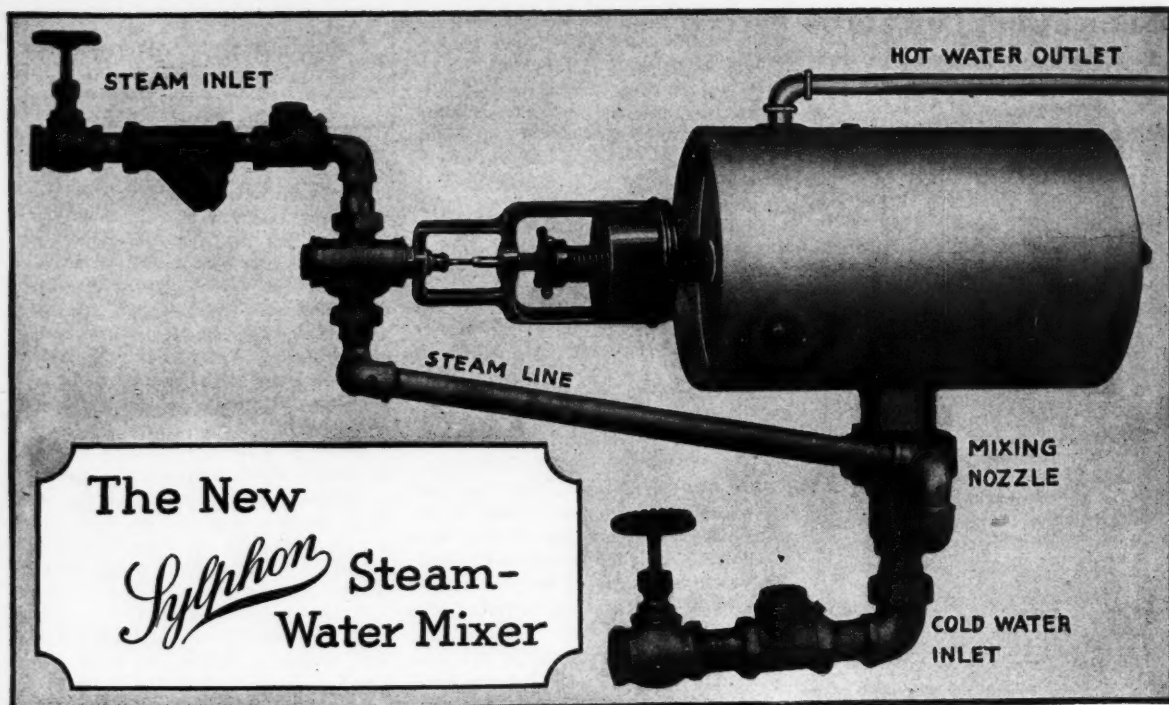
A small packer is having trouble keeping tankage in good condition, and wants to know how to overcome this. He says:

Editor THE NATIONAL PROVISIONER:

Our pressed and dried tankage gets maggots in it. Can you tell us how to avoid this?

The trouble complained of is due to moisture.

Tankage should be kept in a thoroughly dry condition. If a little bit of it gets wet, even around the edge of the pile, maggots will start to develop right away. If kept good and dry, no such condition will arise.



Hot Water Where Needed—When Wanted and at Temperature Required

If steam and water are available, Sylphon Steam-Water Mixers installed at points of usage will automatically give you:—

Higher temperature water, where needed, if you are using a controlled storage type or instantaneous heater.

Any definite temperature water, wherever used, if you have no hot water supply system.

How It Works

As water is drawn through the mixer, steam is injected into the water at the mixing nozzle. The amount of steam admitted is governed entirely by a Sylphon Thermostat controlled valve, through which it passes, which operates automatically to control the temperature at exactly the degree for which it is set. This mixture of steam and water then passes into a small equalizing tank from which the hot water supply is drawn. A dirt strainer is placed in the steam line ahead of regulating valve, and check valves in both steam and water lines prevent reverse flow in either line.



In the Packing Industry

This flexible hot water supply system has many advantages for you in speeding up production by economically maintaining constant temperature for your various processes. No waste from overheating, as water is not heated until needed.

No traps required, any pipe fitter can install it. Economical and efficient.

Ask Dept. NP for information on the application of a Sylphon Steam-Water Mixer in your plant.

All genuine Sylphon instruments contain as motor element the well-known Sylphon Bellows—the most flexible, durable, sensitive and accurate expansion unit known.

The Fulton Sylphon Company

Originators and Patentees of the Sylphon Bellows

Knoxville, Tennessee, U.S.A.

Sales Offices in: New York, Chicago, Detroit, Boston, Philadelphia and all the principal cities in U. S. European Representatives: Crosby Valve & Engineering Co., Ltd., 41-42 Foley Street, London, W. 1, England. Canadian Representatives: Darling Bros., Ltd., 120 Prince Street, Montreal, Canada.

A Page for the Packer Salesman

Collecting by Selling Gets Best Results When Selling Principles Are Applied

Collecting for meats sold is a part of the packer salesman's work. In the strict sense no sale is complete until the goods are paid for. Therefore, this phase of the salesman's routine is a problem that should be given just as close study and as serious consideration as any other part of the selling process.

Many theories have been advanced as to the best method of making collections. Some advocate the practice of presenting a statement before soliciting an order. Others claim that it is the better policy to sell first and present the statement afterwards.

A third plan would be to disregard any set rule, to make a personal study of each customer, and to adopt such a policy as the situation seemed to demand.

In the latter case the results are dependent on the salesman's tact and his knowledge of human nature.

Collecting Is Selling.

One thing is certain—any plan is good that gets the money. In any event it is the salesman's problem to acquaint his customers with his firm's method of doing business and to educate them accordingly.

The whole problem of making collections is one of selling an idea. People buy the usefulness of things, not the things themselves. If they have nothing to gain by so doing, they will not buy.

The same principle applies in making collections. If there is nothing to gain they will not pay until they feel inclined to do so.

The salesman, then, must sell these customers the idea that paying according to terms buys for them the usefulness of good credit rating.

Gets Good Credit Standing.

A customer in good credit standing has more buying leverage. If he pays his bills promptly his business will be in a healthier condition and his ultimate returns will be more favorable.

There are things the retailer gains by paying according to prescribed terms. If the salesman can sell him these ideas, just as he sold him his merchandise, the problem of collections will be solved.

The same procedure should be followed as when making the original sale. Get the customer's interest so that he

will listen. Make him understand the proposition. Convince him of the soundness of the idea of paying promptly. And, lastly, get him to do it.

In selling the customer the merchandise the salesman had to create desire. Likewise in collecting the salesman must make the customer want to pay.

The question naturally arises: Suppose the customer wants to pay but is short of funds?

Such a customer has either been oversold or his business is not on a sound basis.

If he be delinquent by reason of having been oversold, the salesman should not take an order except for immediate requirements.

Dishonest Customer Undesirable.

If the retailer is honest, but delinquent by reason of poor management, the salesman should not try to sell him any more then he can pay for according to the established terms. Sometimes the salesman can help the retailer out of the rut by advising him on business policies.

Another type of delinquent customer is the one who is financially responsible and has good ratings, but wants long terms to get interest on the packer's money.

This type is the most difficult to handle, and excessive pressure and a firm hand is generally necessary to deal with them. If the salesman will de-

Are You This Salesman?

Here is a copy of an actual letter written to a retailer by a packer salesman a short time ago (names changed):

Dear Jim:

Rec'd your note on price of —'s pork loins, so am billing you our loins at 14½¢ on 16/20 pork loins, and 17½¢ on 10/12 pork loins.

You said his price was 16¢ on 12/14 loins, so am charging you according to his price on these 10/12 loins. So hope this is O. K.

I will take care of all prices on pork. Will see you Monday. Hope this order is satisfactory today. BILL.

If this isn't a perfect example of a weak-kneed salesman, than we never saw one!

And if his boss gave him such a "shading" privilege, he had weak knees, too!

Do you suppose the customer thought any more of this salesman after he listened to this real or imaginary price-cutting talk?

How many of you "listen to the birdies" like this? Let's hear from you.

vote as much effort to his collection problems as he does to selling this class, he can sometimes turn these slow pay accounts into good paying, profitable accounts.

The last class of customers are those who do not want to pay, and who hope to beat the packer by "hook or by crook." Such customers are undesirable, and should be eliminated from the salesman's list, unless he can arrange to sell them for cash only.

SELLING THROUGH THE EYE.

There is opportunity in meat selling for a more universal use of photographs, sketches, samples and diagrams to supplement the spoken word. This will be more generally appreciated when it is known that about 80 per cent of the new ideas that come to the mind do so through the sense of sight.

To describe a thing in words so that others will understand it is no small task. To do this in the case of meats the salesman must know his subject thoroughly.

In any event descriptions should be supplemented with illustrations whenever possible. Advertising matter picturing the product and bringing out its appetizing appearance carries much weight with any prospect.

Another method is by pictures, sketches, diagrams, etc. Any statement the salesman can illustrate with a pen or pencil is sure to catch the customer's eye and establish mental contact at once.

Descriptions should be supplemented further with samples whenever possible. Due to the nature of the product sold by packer salesmen it is not always possible to carry samples, especially those of the fresh meats, but many products can be shown.

It is recognized that salesmen dislike to be bothered with samples. A noticeable change is becoming apparent, however. Packer salesmen, like others, have begun to realize that it is easier to sell a man through his eyes than through his ears. Although it is inconvenient to lug a sample case about, the results more than pay the salesman for his extra effort.

MUST PREPARE TO GET TRADE.

There is more than one means to the same end. It is up to the salesman to acquire by his own efforts any essential training that is lacking when he starts out to sell meats. He must provide himself with suitable weapons for the battle if he wants to progress.

Is Your Water Pure?



—the World's Purest and Best
Activated Carbon

**Completely Removes All Trace of Chlorine,
Ammonia, Phenols and All Similar Impurities!**

Why take chances on your curing solutions?
Chlorine inhibits curing action! Play safe with
Nuchar. Write or phone us for full information.

INDUSTRIAL CHEMICAL CO.

NEW YORK CITY
200 Fifth Ave.
Gramercy 3243

CHICAGO, ILL.
400 No. Michigan Ave.
Whitehall 7336

NOVEMBER MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during November, 1927, are officially reported as follows:

	Lbs.	Value.
Beef, pickled or cured.....	830,480	\$ 185,229
Pork, carcasses	160,157	22,207
Loins and other fresh pork..	910,944	177,175
Wiltshire sides	38,756	6,653
Hams and shoulders.....	7,375,969	1,432,968
Bacon	6,012,908	871,241
Cumberland sides	318,203	54,125
Pickled pork	1,644,067	237,087
Sausage	318,936	101,387
Lard	46,636,212	6,791,715
Neutral lard	1,258,232	194,401

Shipments from the United States to non-contiguous territories:

Alaska—Beef, pickled or cured, 781 lbs.; value, \$112. Pork, fresh and pickled, 63,204 lbs.; value, \$15,452. Hams and shoulders, cured, 44,456 lbs.; value, \$13,218. Bacon, 46,356 lbs.; value, \$13,621. Lard, 18,575 lbs.; value, \$3,326.

Hawaii—Beef, 1,985 lbs.; value, \$942. Pork, fresh and pickled, 100,667 lbs.; value, \$21,597. Hams and shoulders, cured, 98,666 lbs.; value, \$33,394. Bacon, 27,932 lbs.; value, \$11,094. Lard, 9,619 lbs.; value, \$1,837.

Porto Rico—Beef, pickled and cured, 39,704 lbs.; value, \$9,254. Pork, fresh and pickled, 1,138,931 lbs.; value, \$134,667. Hams and shoulders, cured, 690,602 lbs.; value, \$111,131. Bacon, 1,806 lbs.; value, \$627. Lard, 1,117,797 lbs.; value, \$163,803.

EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ending Jan. 7, 1928, shows little alteration, says James T. Scott, Amer-

ican Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 1,844 metric tons. Arrivals of hogs at twenty of Germany's most important markets were 100,000, at a top Berlin price of 13.41c a pound, compared with 57,000, at 17.52c a pound, for the same week last year.

The Rotterdam market was little altered.

The market at Liverpool was quiet. The total of pigs bought in Ireland for bacon curing was 5,000 for the week.

The estimated slaughter of Danish hogs for the week ending Jan. 6, 1928, was 97,000.

HAMBURG.

	Stocks.	Demand.	Prices cents per lb.
Refined lard	Med.		13.72
Fatbacks, 10 to 12 lbs..Lt.	Poor		11.79
Fatbacks, 12 to 14 lbs..Lt.	Poor		"
Fatbacks, 14 to 16 lbs..Lt.	Poor		13.62
Frozen pork livers.....Lt.	Med.		7.26
Extra oleo oil	Poor		15.25
Extra oleo stock.....Lt.	Poor		"

ROTTERDAM.

Extra neutral lard.....Med.	Poor	15.65
Refined lard	Med.	13.20
Extra oleo oil	Med.	18.20
Prime oleo oil.....Lt.	Poor	15.82
Extra oleo cut.....Lt.	Poor	15.25
Extra premier jus.....Lt.	Good	9.37
Prime premier jus.....Med.	Med.	9.00

LIVERPOOL.

Hams AC light.....Lt.	Good	22.13-23.44
Hams AC heavy.....Lt.	Good	22.13-23.44
Hams, long cut.....Lt.	Med.	"
Cumberlands, light ..Med.	Poor	15.62-16.49
Cumberlands, heavy ..Med.	Poor	15.62-16.49
American Wiltshires ..Lt.	"	"
Square shoulders	Med.	"
Picnics	Med.	"
Clear bellies	Poor	16.06-16.49
Refined lard boxes.....Med.	Poor	13.45-13.67

*Not requested.

1926 HOG WEIGHTS LIGHTER.

The average weight of hogs at most of the principal markets was lighter for 1927 than for 1926, although four markets—Omaha, Sioux City, St. Paul and Wichita—showed increased average weights.

Hogs at the Omaha market averaged heaviest during 1927 with Sioux City hogs a close second, while those at St. Louis and Oklahoma City averaged lightest. The yearly average weights at 12 principal markets for the two years:

Chicago, 239 lbs. in 1927, and 247 lbs. in 1926; Kansas City, 215 and 222 lbs.; Omaha, 261 and 258 lbs.; St. Louis, 208 and 212 lbs.; St. Joseph, 240 and 241 lbs.; Cincinnati, 214 and 234 lbs.; Sioux City, 260 and 240 lbs.; St. Paul, 222 and 220 lbs.; Milwaukee, 213 and 229 lbs.; Wichita, 228 and 220 lbs.; Fort Worth, 218 and 231 lbs.; and Oklahoma City, 208 and 212 lbs.

FROZEN POULTRY IN STORAGE.

The cold storage holdings of frozen poultry on hand January 1, 1928, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Jan. 1, 1928.	Jan. 1, 1927.	5-yr. av. Jan. 1.
Broilers, lbs.....	15,592,000	21,578,000	17,126,000
Fryers, lbs.....	8,682,000	9,717,000	"
Roasters, lbs.....	33,812,000	42,703,000	42,023,000
Fowls, lbs.....	19,874,000	20,332,000	17,365,000
Turkeys, lbs.....	9,343,000	10,820,000	10,657,000
Misc., lbs.....	30,375,000	39,287,000	29,547,000

Provision and Lard Markets

WEEKLY REVIEW

Prices Steady—Trade Light—Hog Movement Liberal—Hog Prices Steady—Exports Still Moderate.

The developments for the week have been toward improvement in values, although the gain has been small. As yet there is no indication of a distinct tendency. The hog movement has continued rather moderate although somewhat larger than a short time ago. For the past week receipts were about 25,000 over the corresponding week of last year. Receipts of cattle and sheep were a little under last year.

Hog prices were steady with the market absorbing the movement fairly well. The demand for products has not been urgent, but there has been quite a steady consumption and the shipments into the domestic trade reported from different packing centers have continued good. The export movement is still very light and is not showing any promise of improvement.

Hog receipts since the first of November at western points have decreased slightly compared with last year, but the total packing at all points is reported about 300,000 more than last year. The gain is not important, but is thought to reflect a somewhat more liberal movement of hogs. Chicago packing has increased about 260,000 head since November 1. The increase has been taken as an indication of a more satisfactory price level at Chicago than at other points.

Storage Stocks Not Burdensome.

Stocks of products are not large although compare fairly well with previous years. The total amount of lard at the principal points is about 7,000,000 pounds over last year and meats 32,000,000 pounds over, but these changes are not pronounced enough to cause any apprehension.

The monthly report of the Bureau of Animal Industry shows that the distribution of all meats and animal fats in the country averages about 111,000,000 lbs. per month, so that the total stock at the leading points of only a little over 200,000,000 pounds of hog meats and lard is not a burdensome supply.

The total production of meats and animal products for the 10 months from January 1 to October 31 has been as follows:

	1926.	1927.
Beef	4,308,000,000	4,000,000,000
Venl	441,000,000	414,000,000
Pork	5,981,000,000	6,340,000,000
Mutton	416,000,000	415,000,000
Total	11,146,000,000	11,169,000,000

Cattle Slaughter Smaller.

The change in the production for the 10 months is so slight as to be a negligible factor. The supply however was helped out by a decrease in exports of cured pork of 101,000,000 lbs. and a decrease in lard of 21,000,000 lbs. The changes in the figures of other exports were not important. The changes in the stocks were also not material. The

decrease in the exports just about accounted for what might be estimated as the normal increase in the consumption based on the population increase.

The total number of cattle slaughtered showed a decrease as did also calves, and there was a decrease in the dressed weight of both. The inspected slaughter statistics for the 10 months for the 2 years follow:

	1926.	1927.
Cattle	8,346,582	7,877,478
Calves	4,307,391	4,089,656
Hogs	32,632,746	35,076,413
Sheep	10,750,190	10,717,714
AVERAGE DRESSED WEIGHTS.		
Cattle	521.86	512.34
Calves	103.09	101.96
Hogs	184.28	181.49
Sheep	38.77	38.73

The corn report which was issued on Tuesday night, while considered at first as somewhat bearish on feed stuffs, on second consideration was interpreted as being moderately bullish. It was pointed out that the combined total of grain this year, including the carry over, was 2,431,000,000 bushels against 2,417,000,000 last year. With last year's production and practically no exports of any moment the carry over was reduced 72,000,000 bushels.

The question of the domestic consumption of this year is of course problematical, but the last hog report indicated an increase in pigs of about 5,000,000 over last year. This would be approximately 10 per cent. The demand for other live stock feeding may decrease somewhat. On the other hand, there is the possibility of a larger foreign demand than last year.

PORK—The market was dull but steady at New York, with mess quoted at \$53.00; family, \$38.00@42.00; fat backs, \$32.00@35.00. At Chicago, mess was quotable at \$26.00.

LARD—Domestic and export demand was reported moderate to fair, and the market as a whole was slightly steadier. At New York, prime western was quoted at \$12.60@12.70; middle western, \$12.40@12.50; city, 12c; refined continent, 13½c; South America, 14c; Brazil kegs, 15c; compound, cars, New York, 12½c; less than cars, 12½c.

At Chicago, regular lard in round lots was quoted at January price; loose lard, 85c under January; leaf lard, \$1.32½ under January.

BEEF—The market continued firm in the east with demand fair and supplies light. At New York, mess was quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$32.00@34.00; extra India mess, \$40.00@42.00; No. 1 canned corned beef, \$3.40; No. 2, \$6.00; South America, \$16.75 for 6 lbs.; pickled tongues, \$55.00@60.00 per barrel.

See page 41 for later markets.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending Jan. 7, 1928, were 4,935 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

STORAGE STOCKS ON JAN. 1.

Some increase in the cold storage holdings of beef on January 1, 1928, over those of a month earlier is shown in the government report on stocks on hand in the United States on that date. However, these stocks are well under the 5-year average on January 1, due to the lighter receipts of all classes of cattle throughout the country.

There was a large increase in stocks of frozen pork during the month, and stocks are now approximately 9,000,000 lbs. over the January 1 5-year average. As this 5-year period includes the two years of record hog runs the average is somewhat higher than for most five-year periods.

While dry salt meats, both cured and in process of cure, showed considerable increase during December, they are still under the 5-year average. This is true also of stocks of sweet pickle meats, which showed an increase of some 44,000,000 lbs. in December.

Lard stocks increased 8,500,000 lbs. during the month and are approximately 4½ million lbs. higher than the 5-year average.

The report on storage stocks in the United States on January 1, 1928, with comparisons, is shown by the U. S. Bureau of Agricultural Economics, as follows:

	Jan. 1, '28.	Dec. 1, '27.	5-Year-Av. Jan. 1, lbs.
Beef, frozen....	55,080,000	45,567,000	84,205,000
Cured	8,328,000	6,933,000	10,774,000
In cure	13,644,000	12,845,000	15,154,000
Pork, frozen....	105,800,000	65,698,000	96,946,000
D. S. cured....	40,809,000	34,966,000	42,018,000
D. S. in cure....	56,274,000	42,244,000	73,139,000
S. P. cured....	122,387,000	115,135,000	128,305,000
S. P. in cure....	198,338,000	161,781,000	235,936,000
Lamb and Mutton, frozen	4,405,000	3,790,000	3,268,000
Misc. Meats....	61,380,000	52,227,000	71,904,000
Lard	54,757,000	46,154,000	50,333,000

BRITISH PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on January 1, 1928, with comparisons for the same time last month and last year, as estimated by the Liverpool Provision Trade Association, were as follows:

	Dec. 31, 1927.	Nov. 30, 1927.	Dec. 31, 1926.
Bacon, cwts.	18,849	19,322	44,698
Hams, cwts.	2,883	4,091	21,057
Shoulders, cwts.	191	198	551
Lard (P.S.W.), tierces....	473	705	717
Lard (refined), tons....	780	776	1,808

Imports into Liverpool for the month of December:

Bacon (including shoulders), cwts.....	26,895
Hams, cwts.	35,523
Lard, tons.	2,418

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon.	Hams.	Lard, tons.
Dec. '27, cwts.....	6,204	8,294	553
Nov. '27, cwts.....	8,234	6,223	889
Dec. '26, cwts.....	14,615	10,100	759

BUSINESS PAPER AND WEALTH.

(Continued from page 23.)

Three-quarters of a billion of dollars of material wealth represented the material tools of men in 1790. What a difference between the tools of men in 1790 and the tools of men in 1927!

We were an agricultural people in 1790, and were taxed primarily on agriculture, so wealth grew very slowly for the fifty years from 1790 to 1840. From three-quarters of a billion we went up to a little less than four billion in fifty years.

Then between 1840 and 1850 the line takes an angular turn. A gradual upward trend is seen. Our wealth goes up to eleven thousand seven hundred per cent by 1900—a great increase between 1840 and 1900.

But then comes a far sharper turn—in 1900 the growth of wealth starts upward in an almost perpendicular line, until this year we have approximately fifty thousand per cent more wealth—more goods and services of value for human use—than we had in 1790, and of that total about forty thousand per cent or eighty per cent of the whole has come since 1900.

Evidently there were three great movements in the growth of wealth in the United States, half a century of very slow growth, half a century of moderate rise, and a quarter of a century of amazingly rapid rise, the latter from 1900 on.

It is important, if we are to know the future of wealth, that we know its past. We need to know whether the line is going upward or whether it is going to stop.

Vital Wealth—The Producing and Consuming Population.

If we can know something of the causes of wealth, we can understand far better its effects.

First of any causes of growth of wealth must come the work of men. The moment you begin to study men and their work in regard to the tools they use—for I am thinking of wealth only as goods and services of value for human use—you see that the first problem is population. The question then is, can increase of population have caused the development of wealth we have recorded?

When we look at the chart of our increase of population, we see that it shows a very slow curve upward from 1790 to 1927—a 2881 per cent increase over the population in 1790.

There was a slight change upward in the line in 1870, following the Civil War, and because that break in population came during post-war conditions, men thought that the changes in population following the Civil War had a major economic as well as a social effect. They did not. The trend upward barely changed in the Civil War and its succeeding period.

Educated Man Power.

Intensive changes in wealth began with 1900. The question is, what else changed markedly in that year? Some of us were teaching then and we know how rapidly student population began to increase at that time. We said, "Suppose we examine the change of trend of education. We want to know year by year the number of high school graduates (the index to higher education) and compare that with the growth of wealth."

The startling thing we found is that,

as the high school population of America has advanced, so wealth has advanced.

From 1900 until today the actual percentage of increase of wealth is 414 per cent. The actual increase in high school population is 410 per cent. Point by point the two increases have moved together.

We have all been talking glittering generalities about the effect of education and wealth, but here is a fact which outweighs any number of generalities. We have the facts now about the relation of education and wealth.

Goods and Services Usable by Men's Minds.

Then we said, "There must be a check reaction on this. Man doesn't work directly on wealth today; he works through the printed page and the graphic arts. The tool of educated man in the creation of wealth is the printed page. Suppose we examine the growth of the printed page."

So we hunted for a means by which we could watch from 1790 to 1907 the way in which the printed page had advanced.

If you take the curves of the printed page, of the growth of the body of educated men and of the growth of wealth, and put them on the curve of wealth, you find they are almost together. Then the reason for the changes in the line of wealth appear. Upward changes come first when men collect and record facts concerning wealth. Again they change when men organize facts and obtain principles.

The growth of wealth of the United States has increased 80 per cent in the period during which it organized facts by use of principles and processes, and only 20 per cent in the period of collecting facts.

There is one other fact that appeared in that examination. The emphasis throughout was on the *product*, not on the *use*. More and more as our researches went forward they showed the need for organized knowledge of use and the value of such knowledge.

So, as I said, we carried our record over into this field of educational research and began a seven-year field and statistical study of this problem.

In the first place, we found that everybody had greatly underestimated the number of people who had gone into business from the high schools and the higher institutions of learning. The reports were in general three or four years behind time and the Commissioner of Education very kindly assisted us by obtaining up-to-date information for us. We thus obtained the first complete record ever made of present conditions.

There are twenty-two million with high school education or its equivalent in business or preparing for business today out of a population of a hundred and seventeen million. About twenty-three or four million of our population are sending their children to high schools.

And there are about three million in business and working who are studying in night schools or at home, looking forward to supervisory positions in business or to better supervisory positions. You see we are talking about pretty large figures.

It is that three million of whom I especially speak. Their education is the business paper's primary respons-

ibility, so far as the future is concerned.

It is the business paper which is the great conductor to that group; it is the only place where men can get continuously the factors of their situation directly and simply stated, principles by which they can do more useful work.

The business paper has led in developing production of wealth. It should lead in developing use of wealth.

Function of the Business Press.

In understanding of the relation of the field of wealth and of the field of education, the business paper will find its great field of advance. It has a definite function. It is to take the directing force of the printed page and organize the experience of industry, and, using editorials, circulation and advertisements as the conductors of the facts and principles, to teach not facts alone, but both principles and facts.

You never can teach arithmetic by a group of figures. You have to teach the rule, which is the principle. If you don't teach the rule as well as your figures, you are never going to advance wealth or advance your group. For facts, you have industries; for principles and processes, you have education. There is no other way of teaching.

It is the function of the business paper continuously to increase Material Wealth by transmitting Factual Wealth produced to Vital Capital of business—that is, to the directing forces of business who obtain growth of wealth by use of the Factual Wealth you transmit.

Business Paper and Education.

"How can the business paper carry out its function as regards education?"

In education there are four great divisions and they always move in the same relationship. The first is research, the organization of useful knowledge. I like that phrase because that is what research is. Research isn't true research unless it is the organization of knowledge from a great mass of material. Then it moves to teaching.

I believe that any one in the business paper field who doesn't consider himself a teacher has no business to be on a business paper.

Third, you have publication—the publication of the results of research and of fact. This must be viewed both from the standpoint of the man who transmits and from that of the man who receives.

Lastly, you have to back all you do with library work. You must get people to read books that relate knowledge to their lives. There are your great divisions of a University—research, teaching, publication and library.

Responsibility of the Business Press.

The business paper is one of the powers directing forces of wealth. It needs to bring people first to the realization that it is important, and then to make them realize where it comes into their picture. It is responsible for those three million people who are going to be the leaders of business, who are to provide the new Vital Capital of business. It is responsible for the future as well as for the present.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The market in the east for tallow the past week continued to exhibit a very strong tone. Reports were current indicating that 200 to 300 drums had sold at 9½c. The business, however, it was indicated, had been to a source where the price did not figure fully 9½c, but was slightly better than 9c.

Sentiment was mixed, but few could see any increased pressure on the market, and some were predicting higher prices within the near future.

In some quarters, however, it was intimated that producers were looking for bids at 9c or better for round lots, while on the other hand, contentions were made that the large soapers were still short of supplies, but were unwilling to meet the market.

At New York, special was quoted at 8½c; extra, 9c; edible, 10@10½c. At Chicago, inquiry continued good from consumers, but buyers and sellers were apart in their ideas and the undertone nevertheless was firm. At Chicago, edible was quoted at 9½c; fancy, 9½c; prime packer, 9@9½c; No. 1, 8½c@8½c; No. 2, 7c.

At the London Auction on Wednesday, January 11, some 815 casks were offered, of which 648 were sold at prices unchanged to 1s 6d higher than the previous week, with mutton quoted at 40s 6d@43s; beef, 39s 6d@42s; good mixed, 37s 3d@39s 6d.

At Liverpool, Australian tallow was unchanged, with fine quoted at 40s 6d and good mixed at 38s 9d.

STEARINE—The market was about steady with sales reported at New York at 10½c, followed by business at 10c. The market is quoted at the 10c level. At Chicago, the market was quiet but very steady and quoted at 9½@10c.

See page 41 for later markets.

OLEO OIL—Demand was somewhat quieter and the market as a result eased slightly, with extra New York quoted at 17½c; prime, 14½c; lower grades, 15½@16c. At Chicago, trade was quiet and the market barely steady, with extra quoted at 16½c.

LARD OIL—The market ruled steady except the edible grades which were somewhat easier. Raw materials were steadier, and served to offset a rather quiet demand. At New York, edible was quoted at 16½c; extra winter, 13½c; extra, 13c; extra No. 1, 12½c; No. 1, 11½c; No. 2, 11c.

NEATSFOOT OIL—The market was very steady with a firm market for raw materials, but demand for neatsfoot oil was quiet. At New York, pure was quoted at 16½c; extra, 12½c; No. 1, 11½c; cold test at 18½c.

GREASES—A rather firm tone prevailed in the grease market in the east, with consuming interest better. This was partly due to scarcity of soap stock supplies and strength in the market for the latter. Firmness in all other greases and a belief that soapers are not oversupplied with materials

was an added constructive factor. Offerings were firmly held but buying power was not as broad as had been anticipated. Sellers however, are firm, and there is a tendency to feel that a better consuming demand will develop in the near future.

At New York, choice yellow and house was quoted at 8@8½c; A white, 8½c; B white, 8½c. Choice white was reported sold at 10½c and was quoted at that level.

At Chicago, firmness prevailed in greases, with moderate inquiries noted for choice white, both domestic and export. Medium and low grades were also in good demand with offerings light. At Chicago, choice white was quoted at 9½c; A white 8½@8½c; B white, 8½c; yellow, 7½@8c, according to quality; brown, 7c.

By-Products Markets

Chicago, Jan. 12, 1928.

Blood.

This product is scarce and in good demand. Good grade material is commanding as much as \$5.25@5.30 per unit ammonia.

Unit Ammonia.

Ground and unground.....\$5.00@5.10

Digester Hog Tankage Materials.

Conditions in this market remain the same as for the past two or three weeks most producers of finished digester tankage report that business has picked up considerably since the latter part of last week.

Unit Ammonia.

Ground, 11½ to 12½ ammonia.....\$5.00@5.10

Ground, 6 to 8½ ammonia.....4.50@4.90

Unground, 11 to 13½ ammonia.....4.90@5.10

Unground, 6 to 8½ ammonia.....4.40@4.55

Liquid stick, 7 to 11½ ammonia.....@4.25

Fertilizer Materials.

Offerings of this commodity are scarce, and demand is good for all kinds and grades of fertilizer tankage. Market generally strong with stocks light.

Unit Ammonia.

High grade, ground, 10-11½ ammonia.....\$4.00@4.15

Lower grade, ground & ungrd. 6-9½ am. 3.00@3.50

Hoof meal.....@3.55

Bone Meals.

The bone meals market is steady, with values unchanged from those of the past several weeks:

Per Ton.

Raw bone meal.....\$50.00@55.00

Steam, ground.....34.00@40.00

Steam, unground.....28.00@35.00

Cracklings.

The cracklings market continues quiet, with little trading to report.

Per Ton.

Hard pressed and exp. unground., per unit protein.....\$1.15@1.20

Soft prod. pork, ac. grease & quality 85.00@90.00

Soft prod. beef, ac. grease & quality 50.00@55.00

Horns, Bones and Hoofs.

Bones continue to be in excellent demand, with offerings very light. A great many producers, feeling that present bone prices are extremely good, are contracting ahead.

Per Ton.

Horns.....\$50.00@100.00

Round shin bones.....55.00@90.00

Flat shin bones.....50.00@60.00

Cattle hoofs.....37.00@38.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Gelatin and Glue Stocks.

The present short receipts of cattle are causing glue stock offerings to be very light. Product is in strong position.

Per Ton.

Kip and calf stock.....\$32.00@42.00

Rejected manufacturing bones.....52.00@55.00

Horn piths.....39.00@40.00

Cattle jaws, skulls and knuckles.....43.50@45.00

Sinews, pizzles and hide trimmings.....@30.00

Animal Hair.

This market is quiet and easy, most buyers find themselves well taken care of.

Per Pound.

Coil and field dried.....1¼@2 c

Processed grey.....3 @6 c

Black dyed.....6 @8½c

Cattle switches each.....4½@5 c

*According to count.

Pig Skins.

The demand is only fair for No. 1 green salted strips for tanning purposes, for prompt and future shipment.

Per Pound.

Tanner grades.....8½@9 c

Edible grades, unassorted.....4 @4¼c

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Jan. 11, 1928.

Trading still continues in only a limited way as far as fertilizer materials are concerned. Dried blood sold at \$4.90 f.o.b. New York, and South American sold at \$4.95 c.i.f. at Atlantic port for January shipment. These prices are about today's quotations for this material. It is difficult to get sulphate of ammonia from the producers, as they are about sold up, and resale lots are offered only in a small way.

Nitrate of soda is in small demand both north and south, with some resale lots offered at a little under importers' quotations.

There has been a fair demand for nitrogenous material and \$3.50 per unit c.i.f. is about as low as one can buy.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Jan. 1, 1928, to Jan. 11, 1928, 14,126,531 lbs.; tallow, none; grease, 1,852,200 lbs.; stearine, 29,600 lbs.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

The Salting is Automatic

the Work is Better
with Much Less Labor

Continuous
Worker
Doering
for the
Margarine
plant

The DOERING CONTINUOUS WORKER for the margarine plant brings new speed and convenience to this industry, adding materially to profits. For years this device has been needed. It does away with table workers, requires less labor, is more sanitary and makes a much better product. It has a capacity of 7,000 lbs. an hour.

Send at once for full particulars

C. DOERING & SON—1375-9 W. Lake St., Chicago

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 10, 1928.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f.o.b. seller's plant, 9c lb.; Manila cocoanut oil, tanks, New York, 8% @ 9c lb.; Manila cocoanut oil, barrels, New York, 10% c lb.; cochon cocoanut oil, barrels, New York, 11c lb.

P. S. Y. cottonseed oil, barrels, New York, 11% @ 12% c lb.; crude corn oil, barrels, New York, 11% c lb.; olive oil foots, barrels, New York, 10% c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.50 @ 1.59 gal.

Crude soya bean oil, barrels, New York, 12% c lb.; palm kernel oil, barrels, New York, 9% @ 10c lb.; red oil, barrels, New York, 9% @ 10% c lb.; nigre palm oil, casks, New York, 7% @ 7% c lb.; lagos palm oil, casks, New York, 8% c lb.

Glycerine (Soaplye), 9 to 9% c lb.

BROKERAGE FIRM EXPANDS.

The Continental Provisions Company, packinghouse brokers and general distributors, Baltimore, Md., founded by J. Fred Shafer, well-known packer, has expanded and changed its title to Continental Brokerage, Inc. Offices will continue at 332 Guilford ave., Baltimore. E. G. Hayden, well-known in the meat industry, and for some years past with another Baltimore brokerage house, has joined forces with Fred Shafer and will be an officer of the company.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Jan. 1, 1928, to Jan. 11, 1928, none.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Jan. 7, 1928, with comparisons, as follows:

	Week ending Jan. 7.	Prev. week.	Cor. week, 1927.
West. dresd. meats:			
Steers, carcasses.....	6,588½	6,060	8,317
Cows, carcasses.....	839	673	874
Bulls, carcasses.....	88	102	93
Veals, carcasses.....	8,011	10,506	9,131
Lambs, carcasses.....	23,627	21,758	29,166
Mutton, carcasses.....	3,021	3,511	2,656
Beef cuts, lbs.....	198,789	415,825	191,805
Pork cuts, lbs.....	1,489,132	1,456,427	1,383,625

Local slaughters:			
Cattle.....	8,049	8,160	9,956
Calves.....	10,925	11,434	15,006
Hogs.....	64,082	60,872	56,297
Sheep.....	49,781	39,877	56,941

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported for the week ending Jan. 7, 1928, with comparisons as follows:

	Week ending Jan. 7.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses.....	1,848	1,848	2,674
Cows, carcasses.....	1,167	1,047	1,074
Bulls, carcasses.....	300	255	299
Veals, carcasses.....	1,533	1,856	1,684
Lambs, carcasses.....	9,867	9,036	9,927
Mutton, carcasses.....	1,269	1,077	1,350
Pork, lbs.....	500,470	520,186	456,097

Local slaughters:			
Cattle.....	1,245	1,525	2,203
Calves.....	1,908	1,376	2,906
Hogs.....	18,040	16,860	4,781
Sheep.....	3,054	3,026	21,248

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported for the week ending Jan. 7, with comparisons as follows:

	Week ending Jan. 7.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses.....	1,815	1,339	2,472
Cows, carcasses.....	2,385	2,096	1,907
Bulls, carcasses.....	103	42	60
Veals, carcasses.....	782	1,158	963
Lambs, carcasses.....	13,710	12,430	13,478
Mutton, carcasses.....	470	260	1,068
Pork, lbs.....	528,802	502,082	612,958

Local slaughters:			
Cattle.....	1,481	1,190	1,002
Calves.....	1,553	1,278	1,786
Hogs.....	22,398	23,915	16,159
Sheep.....	3,220	3,121	5,215

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Jan. 7, with comparisons, are reported by the U. S. Department of Commerce, as follows:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ending Jan. 7, 1928.	Jan. 8, 1927.	Dec. 31, 1927.
	M lbs.	M lbs.	M lbs.
Total.....	400	1,322	540
To Belgium.....	400	1,206	468
United Kingdom.....	5	.....	4
Other Europe.....	41	83	59
Cuba.....	8	33	52
Other countries.....	.....	.....	.....

BACON, INCLUDING CUMBERLAND.

	Week ending Jan. 7, 1928.	Jan. 8, 1927.	Dec. 31, 1927.
	M lbs.	M lbs.	M lbs.
Total.....	2,570	4,243	1,407
To Germany.....	238	83	.....
United Kingdom.....	2,247	3,742	1,481
Other Europe.....	72	188	48
Cuba.....	.....	2	16
Other countries.....	13	228	2

LARD.

	Week ending Jan. 7, 1928.	Jan. 8, 1927.	Dec. 31, 1927.
	M lbs.	M lbs.	M lbs.
Total.....	9,768	14,669	12,872
To Germany.....	1,054	2,942	5,415
Netherlands.....	1,184	1,797	1,237
United Kingdom.....	5,806	6,797	2,497
Other Europe.....	285	286	890
Cuba.....	1,266	1,858	2,068
Other countries.....	133	2,289	749

PICKLED PORK.

	Week ending Jan. 7, 1928.	Jan. 8, 1927.	Dec. 31, 1927.
	M lbs.	M lbs.	M lbs.
Total.....	227	142	115
To United Kingdom.....	5	20	4
Other Europe.....	97	62	168
Canada.....	.....	.....	.....
Other countries.....	125	54	6

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total.....	480	2,570	9,768	227
Boston.....	2	.....	28	3
Detroit.....	398	491	493	30
Port Huron.....	41	.....	1,166	94
Key West.....	6	1	166	.....
New Orleans.....	15	2,078	7,915	5
Philadelphia.....	.....	.....	.....	.....

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:				
United Kingdom (total).....	406	2,247	.....	.....
Liverpool.....	285	1,754	.....	.....
London.....	74	188	.....	.....
Manchester.....	4	.....	.....	.....
Glasgow.....	11	.....	.....	.....
Other United Kingdom.....	52	.....	.....	.....
Exported to:				
Germany (total).....	1,054	2,942	.....	.....
Hamburg.....	.....	.....	.....	.....
Other Germany.....	.....	.....	.....	.....

THE BLANTON COMPANY

St. Louis, U. S. A.

Manufacturers of

MARGARINE

Give Us Your Inquiries

Selling Agencies at

New York Philadelphia Pittsburg Kansas City Des Moines

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderately Active—Market Easier—Crude Barely Steady—Cash Trade Quieter—Sentiment Mixed—Government Report Awaited—Outside Markets Barely Steady.

A moderate trade featured cotton oil futures on the New York Produce Exchange the past week. After backing and filling prices eased somewhat under scattered selling and liquidation and with less aggressive speculative support. The decline, however, was very orderly and encountered commission house scale down buying and profit taking, notwithstanding the weakness in outside markets and reports of a quiet cash trade.

An easier tone in crude oil induced selling at times, but on the whole commission house and professional operations were of a mixed character. Refiners' brokers were on both sides, although the latter sold the late months on balance.

A tendency to await the Government report due the latter part of the week had a quieting influence on the market in general, particularly as expectations were that the December consumption would prove comparatively small. Estimates on December distribution ranged from 175,000 to 250,000 bbls., compared with about 250,000 bbls. in November and around 325,000 bbls. in December, 1926.

In the main, the trade expectations were that December distribution would total around 225,000 bbls. At the same time, reports from some leading quarters were to the effect that January consumption would also be disappointing unless trade picked up materially the balance of this month.

Cotton Market Irregular.

The lard market developed a better tone for a time, with some buying credited to eastern factors and against which it was felt that May oil had been sold in a fairly liberal way, but developments in hogs and grains served

to check the upturn in lard. The cotton market moved irregularly, and had a tendency to restrict buying in oil, while the weekly weather report again expressed the belief that the recent cold weather in the south had destroyed the weevil to some extent.

Under these conditions it was not surprising to find oil unsteady, particularly as refiners were backing away from small crude offerings. With the short interest in the oil market mainly hedges, and the long interest speculative, a surprisingly small amount of

liquidation materialized. It was noticeable that commission houses are already getting their March longs to transfer their interest to the later months.

This is a rather healthy condition, and if carried on the way it was with the January delivery, will serve to prevent the delivering of any large quantities of oil on March contracts which may hang over the market if delivered for the balance of the season.

In a general way, the impression prevails in well versed quarters that cotton oil is not low at the present levels, but at the same time is not high under prevailing conditions. The fact that the oil market is fairly close to the soap kettle, with tallow at 9c or better for extra New York, is receiving attention in some important directions.

Visible Stocks Large.

The fact that the visible stocks of oil are large is quite generally known, and with lighter receipts of seed in prospect the balance of the season, compared with a year ago, the statistical position might improve as the season progresses, although it is generally agreed that notable improvement in cash trade is a vital need. Cash demand improved for a time following the holidays but has since dried up.

Consumers, it was said by one leading interest, are taking delivery in a liberal way against old orders. This indicates a fairly good distribution, but at the same time there still exists the unfavorable competing basis of compound with pure lard. The fact that packers are pushing lard business is also well understood. On the other hand, any notable improvement in lard values would be quickly reflected to some extent in cotton oil regardless of oil stocks.

The question of supply and demand is without question the important factor in oil values for the immediate future. A change in the lard-oil spread would help matters considerably, while some point out that should tallow work to the point where soapers would take hold of 100,000 or more bbls. of cotton oil, a material change in sentiment would overspread the oil market.

The fact that there are more hedgers in the ring, at the present time than

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 5, 1928—Notwithstanding a good increase in visible supplies of cotton oil on January first and reduced consumption for December exceeding 100,000 bbls. compared with the previous December, the future market remained very steady. Most buyers entertain a favorable opinion for the late months and are buying on depressions.

Crude mills, however, show some inclination to sell a few tanks, but the majority are determined to resist further declines and to close down if necessary for a month or more. There were limited sales of crude west of the river at 8½c; Valley, 8½c bid, 8½c asked. A further decline of ¼c a lb. will likely bring in soap makers and compounders and lead to moderate reaction.

Decided advances in hogs and lard will be necessary to bring about a healthier situation and maintain higher prices for cotton oil.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 12, 1928.—The crude market has been inactive and dull this week. A few tanks changed hands early in the week at 8½c, but today 8½c is best price obtainable. Meal is active and higher with \$45.00 bid for 41 per cent f. o. b. Memphis, while loose hulls are selling at \$7.00@7.25 Memphis.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED

COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today

The Crusher—The Refiner—The Investor—The Manufacturer—

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

Always Use YOUR Cotton Oil Market!

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

for many seasons past is also an interesting point. Should cash trade broaden, and mills continue to hold tightly to crude, the refiner would be forced to take his hedges out of the ring. This might also bring about speculative buying and have a stimulating influence.

Between the many possibilities that exist, some figure that cotton oil at present is in debatable ground, and in a position where moderate irregular price swings are anticipated with a major movement one way or the other, dependent entirely upon the development of some of the aforementioned factors.

COTTONSEED OIL—Market transactions:

Friday, Jan. 6, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1010	a
Jan.	.....	.....	1010	a 1035
Feb.	.....	.....	1010	a 1030
Mar.	4800	1025 1016	1025	a 1024
Apr.	.....	.....	1040	a 1050
May	6900	1050 1038	1049	a
June	.....	.....	1062	a 1065
July	10400	1071 1060	1070	a 1071
Aug.	4300	1080 1075	1080	a

Total Sales, including switches, 26,400 bbls. P. Crude S. E. 8½@%.

The Edward Flash Co.

29 Broadway
NEW YORK CITY

**Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks**

**COTTON OIL FUTURES
On the New York Produce Exchange**

Saturday, Jan. 7, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1025	a
Jan.	.....	.....	1025	a 1050
Feb.	.....	.....	1025	a 1030
Mar.	1800	1031 1026	1027	a
Apr.	.....	.....	1040	a 1048
May	1800	1052 1049	1050	a
June	.....	.....	1063	a 1070
July	4700	1074 1072	1072	a 1073
Aug.	.....	.....	1081	a 1082

Total Sales, including switches, 8,300 bbls. P. Crude S. E. 8% Bid.

Monday, Jan. 9, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1020	a
Jan.	400	1035 1032	1035	a 1032
Feb.	.....	.....	1025	a 1035
Mar.	2800	1028 1022	1027	a
Apr.	.....	.....	1040	a 1047
May	2300	1050 1046	1048	a 1050
June	.....	.....	1060	a 1069
July	5000	1072 1067	1071	a
Aug.	500	1080 1080	1080	a 1082

Total Sales, including switches, 11,000 bbls. P. Crude S. E. 8% @%.

Tuesday, Jan. 10, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1020	a 1050
Jan.	.....	.....	1020	a 1040
Feb.	.....	.....	1020	a 1026
Mar.	2700	1029 1020	1023	a 1024
Apr.	.....	.....	1030	a 1045
May	500	1045 1043	1045	a
June	.....	.....	1056	a 1060
July	6400	1075 1067	1068	a 1069
Aug.	300	1078 1078	1077	a 1080

Total Sales, including switches, 9,900 bbls. P. Crude S. E. 8% Sales.

Wednesday, Jan. 11, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1000	a
Jan.	200	1020 1015	1000	a 1022
Feb.	.....	.....	1010	a 1020
Mar.	6100	1019 1016	1015	a 1016
Apr.	.....	.....	1020	a 1035
May	1900	1041 1037	1037	a
June	.....	.....	1050	a 1054
July	5600	1064 1061	1060	a 1061
Aug.	1500	1070 1069	1068	a 1070

Total Sales, including switches, 15,300 bbls. P. Crude S. E. 8½ Bid.

Thursday, Jan. 12, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	1010	a
Jan.	1010	a 1030
Feb.	1010	a 1030
Mar.	1020	a
Apr.	1033	a 1040
May	1040	a
June	1053	a 1057
July	1065	a 1064
Aug.	1072	a 1071

See page 41 for later markets.

COCOANUT OIL—The volume of business that passed this week was again very moderate, but prices were held steady with producers not offering freely and the market helped by strength in tallow and other oils. At New York, prices were quoted at 8½@9c. At the Pacific coast, tanks were quoted at 8½c.

SOYA BEAN OIL—Demand was very quiet, but the market was steady and unchanged, with New York barrels quoted at 12¼c Pacific coast tanks held at 9½c.

CORN OIL—Conditions surrounding the market showed very little change. Offerings are limited and the market relatively high. Tanks, f.o.b. mills, were quoted at 9½@9¾c.

PALM OIL—A moderate business passed with consumers this week and sales to Cuba of 75 tons of Nigre were reported. Offerings were held firmly owing to strength in tallow and absence of important pressure of palm oil from the other side. At New York, Nigre spot was quoted at 7¼@7½c; shipment, 7¼c; Lagos spot, 8½@8c; shipment, 7½c.

PALM KERNEL OIL—A fair business was reported during the week, but prices were without important change. At New York, tanks were quoted at 8½@8¾c; while casks were quoted at 9¼@9½c; with drums at the same prices.

OLIVE OIL—The market was quiet but steady with spot foots, New York, quoted at 9½c; January, 9c; February, 8½c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Spot demand was quiet, but the market in spot oil was firm owing to limited available supplies. Southeast crude sold at 8½c; Texas, 8½c; southeast and Valley, 8½c bid and most mills holding for much better prices.

SOUTHEASTERN FREIGHT RATES.

In response to request from Southeastern states, representatives of Interstate Commerce Commission will convene again at an early date in the Southeast for the purpose of receiving further evidence on the matters of cottonseed and cottonseed products rates, and milling in transit on cotton seed, which matters are now under consideration by the Commission.

MAY SUSPEND BAG RULE.

At the meeting of the executive committee of the Interstate Association at Memphis on Jan. 6th it was decided that the matter of suspending the new bag rule, which became effective on Jan. 1, instant, will be decided by a referendum vote of the Interstate Association.

The Procter & Gamble Co.
Refiners of all Grades of
COTTONSEED OIL

Florian, Winter Pressed Salad Oil
Borah, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow
P&G Special (Hardened) Coconut Oil

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
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MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

The Week's Closing Markets

FRIDAY'S CLOSINGS.

Provisions.

Hog products were quiet and steady the latter part of the week. Mixed cash trade was moderate with a general disposition to await developments.

Cottonseed Oil.

Cotton oil was quiet and very steady. December consumption was 222,000 bbls. about as expected, but the visible supply of 2,327,000 bbls., was bearishly construed. Packers paid 8½¢ for southeast crude. Consuming demand for oil has dried up. Refiners continue to sell late months, but scattered absorption on better outside markets maintained prices.

Quotations on cottonseed oil at Friday noon were: January, \$10.11@10.30; March, \$10.22; April, \$10.32@10.40; May, \$10.41@10.42; June, \$10.50@10.60; July, \$10.64@10.65; August, \$10.71@10.72.

Tallow.

Tallow, extra, 9c.

Stearine.

Stearine, 10c.

FRIDAY'S GENERAL MARKETS.

New York, Jan. 13, 1928.—Spot lard at New York: Prime western, \$12.65@12.75; middle western, \$12.45@12.55; city, 12c; refined continent, 13.12c; South American, \$14.00; Brazil kegs, \$15.00; compound, \$12.75.

HULL OIL MARKET.

Hull, England, Jan. 11, 1928.—(By Cable)—Refined cottonseed oil 39s 3d, crude cottonseed oil 35s 6d.

CHARGE HOG BUYING COMBINE.

Violation of the Packer and Stockyards Act is charged against George A. Hormel & Co. of Austin, Minn., and the Rath Packing Co. of Waterloo, Iowa, for entering into an "agreement, arrangement and combination" with each other to apportion territory for the purchase and sale of hogs in commerce. Both companies are cited to appear at a hearing held by the Department of Agriculture in Mason City, on February 15, 1928.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Jan. 7, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....		228
Canada—Quarters of veal.....		1
Canada—Boneless beef.....		46,125 lbs.
Canada—Boneless veal.....		4,298 lbs.
Canada—Frozen spareribs.....		2,750 lbs.
Canada—Smoked pork.....		13,569 lbs.
Canada—Cooked pork.....		1,387 lbs.
Canada—S. P. hams.....		81,110 lbs.
Canada—Cassings.....		958 lbs.
Canada—Meat products.....		19,713 lbs.
Germany—Sausage.....		165 lbs.
Germany—Smoked hams.....		231 lbs.
Germany—Sausage in tins.....		2,200 lbs.
Ireland—Smoked pork.....		3,484 lbs.
Italy—Sausage.....		35 lbs.
Argentina—Oleo oil.....		75,600 lbs.
Argentina—Oleo oil.....		25,200 lbs.
Uruguay—Canned corned beef.....		24,320 lbs.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Jan. 12, 1928.—General provision market quiet—steady. Some interest reported in short clear backs, and some c.i.f. buying of A. C. hams, deferred shipment. Picnics and square shoulders continue dull. Pure lard fair.

Today's prices are as follows: Hams, American cut, 103s; hams, long cut, 100s; Cumberland cut, 66s; short backs, 77s; picnics, 66s; bellies, clear, 74s; Canadian, 76s; spot lard, 62s 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Jan. 13, 1928, show exports from that country were as follows: To England, 86,201 quarters; to the Continent, 34,373; others, none.

Exports for the previous week were as follows: To England, 145,276 quarters; to the Continent, 47,066; others, none.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 2.....	15,081	2,661	35,037	11,170
Tues., Jan. 3.....	6,612	2,093	34,871	21,562
Wed., Jan. 4.....	8,914	2,483	22,267	15,300
Thur., Jan. 5.....	13,253	4,723	79,672	11,504
Fri., Jan. 6.....	4,627	1,450	54,013	16,913
Sat., Jan. 7.....	400	100	6,000	3,000
Totals this wk.....	48,887	13,510	231,860	79,479
Previous week.....	32,917	9,017	159,633	72,049
Year ago.....	58,757	15,700	182,525	95,479
Two yrs. ago.....	65,962	18,834	212,623	92,406

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 2.....	3,476	412	14,565	4,264
Tues., Jan. 3.....	1,649	100	14,391	5,837
Wed., Jan. 4.....	2,564	57	5,217	5,451
Thur., Jan. 5.....	4,193	549	11,222	5,818
Fri., Jan. 6.....	1,815	.....	21,072	4,533
Sat., Jan. 7.....	200	.....	4,500	1,000
Totals this wk.....	13,897	1,118	70,967	26,903
Previous week.....	8,747	1,253	61,902	18,446
Year ago.....	18,910	2,032	73,884	33,222
Two yrs. ago.....	20,059	2,950	64,300	32,324

Receipts at Chicago Stock Yards thus far this year to Jan. 7, with comparative totals:

	1928.	1927.
Cattle.....	70,769	58,757
Calves.....	10,637	15,700
Hogs.....	278,052	182,525
Sheep.....	104,269	95,479

Combined weekly hog receipts at eleven markets for week ending Jan. 7, with comparisons:

	703,000
Week ending Jan. 7.....	
Previous week.....	533,000
1927.....	669,000
1926.....	801,000
1925.....	1,143,000

Combined receipts at 20 markets for the week ending Jan. 7, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Jan. 7.....	200,000	818,000	285,000
Previous week.....	141,000	592,000	256,000
1927.....	228,000	755,000	297,000
1926.....	282,000	884,000	287,000
1925.....	304,000	1,233,000	259,000
1924.....	275,000	1,096,000	301,000

Combined receipts at seven points for the week ending Jan. 7, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Jan. 7.....	148,000	604,000	206,000
Previous week.....	107,000	448,000	203,000
1927.....	175,000	643,000	207,000
1926.....	212,000	683,000	212,000
1925.....	233,000	960,000	187,000
1924.....	213,000	811,000	235,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average No. Wgt. received lbs.	Prices — Top.	Avg.
*Week ending Jan. 7.....	231,900	225	\$ 9.00 \$ 8.50
Previous week.....	159,633	229	8.85 8.45
1927.....	182,525	231	12.25 11.75
1926.....	212,623	239	12.85 11.70
1925.....	337,000	224	11.10 10.20
1924.....	286,665	228	7.65 7.15
1923.....	278,153	237	8.85 8.45
Av. 1922-1927.....	250,400	232	\$10.50 \$ 9.85

*Receipts and average weight for week ending Jan. 7, 1928, estimated.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lams.
Week end. Jan. 7.....	\$14.10	\$ 8.50	\$ 6.10	\$12.85
Previous week.....	13.65	8.45	6.05	13.00
1927.....	9.85	11.75	6.15	12.40
1926.....	9.50	11.70	8.40	15.75
1925.....	9.20	10.20	8.75	17.80
1924.....	9.50	7.15	7.25	13.25
1923.....	9.35	8.45	7.60	13.80
Av. 1923-1927.....	\$ 9.50	\$ 9.85	\$ 7.65	\$14.60

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Jan. 7.....	35,000	160,900	52,600
Previous week.....	24,170	97,731	53,093
1927.....	39,847	108,641	59,190
1926.....	45,903	148,314	60,085
1925.....	53,224	240,290	40,260
1924.....	45,123	200,881	68,319

*Saturday, Jan. 7, estimated.

Chicago packers' hog slaughters for the week ending Jan. 7, 1927:

Armour & Co.....	10,200
Anglo American.....	7,900
Swift & Co.....	15,800
Hammond Co.....	12,300
Morris & Co.....	14,500
Wilson & Co.....	18,600
Boyd-Lunham.....	6,500
Western Packing Co.....	12,000
Roberts & Oake.....	9,800
Miller & Hart.....	7,600
Independent Packing Co.....	6,400
Brennan Packing Co.....	8,500
Agar Packing Co.....	6,100
Others.....	40,600

Total.....	172,800
Previous week.....	107,600
Year ago.....	89,400
1926.....	99,900
1925.....	217,400

(For Chicago livestock prices see page 42.)

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Hides and skins held in stock at the end of November, 1927, by packers and butchers, tanners, dealers and importers (or in transit to them), based on reports received from 4,375 companies, are reported by the U. S. Department of Commerce as follows:

		Stocks on hand or in transit			Moved in
		Nov., '27.	Oct., '27.	Nov., '26.	Nov., '27.
Cattle, total	hides	3,778,763	3,753,484	4,097,986	1,029,671
Domestic—pucker	hides	2,627,519	2,576,915	3,132,490	1,071,422
Domestic—other than pucker	hides	702,421	739,772	896,444	464,875
Foreign (not including foreign-tanned)	hides	388,823	416,797	99,052	93,374
Buffalo	hides	42,394	54,257	14,068	10,125
Calf and kip	skins	3,172,723	3,138,806	4,555,824	1,150,045
Horse, colt, ass, and mule:					
Hides	hides	100,788	96,762	73,049	41,384
Fronts	whole fronts	92,271	97,170	144,855	1,355
Butts	whole butts	27,169	28,639	177,984	1,276
Shanks	shanks	9,227	32,633	61,406	.....
Goat and kid	skins	9,100,722	*10,145,653	11,161,130	1,428,803
Cabretta	skins	1,147,367	1,562,195	999,089	219,595
Sheep and lamb	skins	7,821,757	8,010,017	7,597,039	2,330,989
Skivers and fleshers	dozens	104,074	95,855	134,492	4,728
Kangaroo and wallaby	skins	178,509	114,380	179,617	.....
Deer and elk	skins	202,319	219,358	242,296	54,379
Pig and hog	skins	81,818	71,171	23,195	26,224
Pig and hog strips	pounds	398,704	457,968	363,977	60,810

* Represents deliveries by packers, butchers, dealers, and importers.

* Figures revised after publication of October report.

Live Stock Markets

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Jan. 12, 1928.

CATTLE—All grade fed steers scaling 1,250 lbs. upward, 25@50c higher. Light offerings barely steady or 25@50c under last week's high time; yearling heifers, mixed yearling steers, and heifers, 25@50c lower; fat cows and heifers, 25@40c lower; cutters, 15@25c off; bulls, 75c@\$1.00 lower; vealers, \$2.00@2.50 down. Supply figures were larger than last week but considerably under a year ago.

Extreme top weighty bullocks sold at \$18.65; several loads, \$18.25@18.60; bulk, \$13.50@17.25; best yearlings, \$16.50; bulk, \$12.25@14.50; most yearling heifers, \$11.00@12.00; best, \$12.75;

bulk fat cows, \$6.50@9.25; heavy koshers, up to \$11.00 and better; comparable grade heavy heifers, \$12.00; low cutters, \$5.50 mostly; late top on sausage bulls, \$8.50; bulk, \$7.50@8.25; closing bulk on light vealers, \$10.50@11.50; best shippers, \$13.00 to \$14.00.

Cattle runs continue relatively small, but liberal receipts could not be handled at prevailing high prices. The quota of heavy steers remained negligible, although the supply was drawn from a wide feeding area. Yearlings and light steers predominated; most of these were short feds. The market showed comparatively little activity on kinds scaling 1,200 lbs. downward and especially on yearling offerings averaging 1,000 lbs. and less.

HOGS—Week's receipts liberal.

Prices on better grade hogs, 160 lbs. up, generally 25@35c lower; packing sows, 10@35c lower; pigs, 75c@\$1.00 off for weekly. Demand was narrow for weights under 140 lbs. all week. Late top, \$8.35, lowest since July, 1924; late bulk desirable hogs, 180 lbs. up, \$8.20@8.35; all weights above 200 lbs., up to outside price; best packing sows, \$7.25@7.50; bulk, \$7.00@7.40; most pigs, \$6.50@7.00, few best strong-weights, up to \$7.25.

SHEEP—Increased receipts broke fat lambs at midweek, closing prices looking 40@75c lower than a week ago. Yearlings showed comparatively little price change, with sheep mostly 25c higher. The week's lamb top rested at \$13.85 on Wednesday, with a closing top at \$13.35. Bulk of lambs scaling 89 lbs. and under, \$12.75@13.60; heavies, \$12.25@13.00; 86 to 89 lb. Colorados, \$12.75@13.15, with extreme weights at \$11.50@12.00.

Light native throwouts bulked at \$10.50@11.00. A spread of \$11.10@11.50 took bulk of 80 to 93 lb. fed clipped lambs, yearlings bulking at \$10.50@11.60, fat ewes, \$6.50@7.25 basis.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Jan. 12, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$7.85@8.35	\$8.15@8.50	\$7.75@8.20	\$7.90@8.35	\$7.90@8.00
Med. wt. (200-250 lbs.) med.-ch.	8.00@8.35	8.35@8.55	7.85@8.20	8.00@8.35	7.85@8.00
Lt. wt. (150-200 lbs.) com.-ch.	7.50@8.35	8.25@8.55	7.50@8.15	7.75@8.25	7.65@8.00
Lt. lt. (130-160 lbs.) com.-ch.	7.00@8.20	7.25@8.45	7.25@8.00	7.35@8.00	7.00@7.75
Packing sows, smooth and rough.	6.00@7.50	6.90@7.50	6.85@7.35	6.50@7.50	6.75@7.00
Str. pigs (130 lbs. down), med.-ch.	6.25@7.25	6.25@7.75	6.00@7.00	7.00@7.75	6.75@7.00
Av. cost and wt., Wed. (pigs excl.)	8.17-233 lb.	8.33-216 lb.	8.01-252 lb.	7.96-254 lb.	.....
STEERS (1,500 LBS. UP):					
Good-ch.	14.75@18.65	.....	14.50@17.75	14.50@18.00	.....
STEERS (1,300-1,500 LBS.):					
Choice	17.75@18.65	17.50@18.00	16.75@17.75	17.25@17.75	14.50@16.75
Good	14.50@17.75	14.00@17.50	14.00@17.50	14.00@17.25	11.75@14.50
STEERS (1,100-1,300 LBS.):					
Choice	17.00@18.40	16.75@17.75	16.50@17.50	17.00@17.75	14.25@16.50
Good	14.25@17.00	13.75@16.75	13.50@16.50	13.50@17.25	11.50@14.25
STEERS (950-1,100 LBS.):					
Choice	14.50@17.75	16.25@17.50	16.00@17.25	16.50@17.25	13.50@16.25
Good	13.50@16.50	13.50@16.25	13.00@16.00	13.00@17.00	11.50@13.50
STEERS (800 LBS. UP):					
Medium	11.00@14.25	10.25@14.00	10.00@14.00	10.00@14.00	8.50@11.75
Common	9.00@11.00	8.00@10.25	7.75@10.00	7.75@10.00	6.25@8.50
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	15.75@16.75	15.25@16.25	15.00@16.75	15.00@17.00	13.25@15.75
Good	12.25@15.75	11.75@15.25	11.50@15.25	12.00@15.50	11.00@13.25
HEIFERS (850 LBS. DOWN):					
Choice	12.50@13.25	12.75@13.50	12.25@13.50	12.50@13.75	11.25@13.50
Good	11.25@12.50	10.25@12.75	10.50@12.25	10.25@12.75	9.00@11.25
Common-med.	8.00@11.25	6.50@10.25	7.00@10.50	7.00@10.25	6.50@9.00
HEIFERS (850 LBS. UP):					
Choice	12.00@13.00	11.00@13.00	11.00@13.00	11.50@13.00	10.25@12.25
Good	10.25@12.50	9.25@12.25	9.50@12.00	9.75@12.00	9.00@10.25
Medium	8.50@11.25	7.50@9.25	7.50@10.00	7.50@10.00	6.50@9.00
COWS:					
Choice	10.75@11.25	10.00@11.25	10.00@11.00	10.00@10.75	9.00@10.25
Good	8.50@10.75	8.75@10.00	8.25@10.00	8.25@10.00	7.75@9.00
Common-med.	6.25@8.50	6.50@8.75	6.50@8.25	6.50@8.25	6.25@7.75
Low cutter and cutter	5.35@6.25	4.50@6.50	5.00@6.50	5.00@6.50	5.00@6.25
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	8.50@10.00	8.25@9.75	8.25@9.00	8.00@9.00	7.50@8.25
Cutter-med.	6.75@8.50	5.75@8.25	6.25@8.25	5.75@8.00	6.50@7.75
CALVES (500 LBS. DOWN):					
Medium-ch.	7.00@9.50	7.50@10.50	8.00@10.00	7.50@10.50	6.25@8.25
Cull-common	5.50@7.00	5.50@7.50	5.50@8.00	5.50@7.50	5.00@6.25
VEALERS (MILK-FED):					
Good-ch.	11.50@14.00	15.00 only	8.50@10.50	9.00@11.00	8.00@10.50
Medium	10.50@11.50	11.50@15.00	7.50@8.50	7.50@9.00	6.00@8.00
Cull-common	7.00@10.50	5.50@11.50	5.50@7.50	5.50@7.50	5.00@6.00
Slaughter Sheep and Lambs:					
Lambs (94 lbs. down) good-ch.	12.50@13.40	12.25@13.25	12.25@12.85	12.25@13.00	12.00@12.60
Lambs (92 lbs. down) medium.	11.35@12.50	10.50@12.75	11.00@12.25	11.00@12.25	10.50@12.00
Lambs (all weights) cull-common	9.75@11.35	9.00@11.00	8.75@11.00	8.25@11.00	9.00@10.50
Yearling wethers (110 lbs. down) medium-choice	8.50@11.65	8.75@11.00	8.00@10.30	8.25@10.75	8.50@10.25
Ewes (120 lbs. down) med.-ch.	5.50@7.35	5.00@6.50	5.25@7.35	5.00@7.25	5.00@7.00
Ewes (120-150 lbs.) medium-ch.	4.25@7.10	4.00@6.00	4.75@7.00	4.75@7.00	5.00@7.00
Ewes (all weights) cull-common	2.00@5.50	1.50@4.00	1.75@5.25	2.00@5.00	1.75@5.00

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OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Jan. 12, 1928.

CATTLE—A sharp advance and decline featured in the market for fed steers and yearlings during the week, but with advances more than offsetting declines, current prices are quoted mostly 25@50c higher for the week. Bulk for the week earned \$12.00@15.00; several loads, \$15.25@16.00; medium weights, \$16.60; weighty steers, \$17.75. She stock held firm. Bulk heifers, \$9.50@11.00; beef cows, \$7.25@9.00; choice heavies, \$11.00. Veals declined \$2.50@3.50; practical top, \$10.00.

HOGS—Expansion of receipts was met with a broad demand from both local packers and shippers, and very little fluctuation occurred during the week. Compared with a week ago, a loss of about a dime is quotable. On Thursday, 200-300 lb. butchers sold \$8.10@8.15; top, \$8.20; 160-200 lb. averages, \$7.85@8.10; packing sows, \$7.00@7.25; stags, \$6.25@6.75.

SHEEP—A two-way market developed in the fat lamb trade. Early in the week prices advanced under moderate receipts and liberal buying. But late Wednesday and Thursday increased supplies resulted in a sharp break in prices and compared with a week ago. Fat lambs are quoted 15@25c lower. At the peak of the advance, choice light lambs made \$13.25, while at the close of the period, bulk of the fed woolled lambs sold \$12.25@12.60; top, \$12.85. Fat sheep in broad demand and prices are 25@35c higher than a week ago, with bulk of the fat ewes selling \$6.50@7.00; week's top, \$7.35.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Jan. 12, 1928.

CATTLE—Compared with last Thursday, steers, butcher yearlings, cows and low cutters ruled steady; medium bulls, 25c lower; vealers, \$1.50 lower. Tops for week: 1,590 lb. matured steers, \$15.25; 1,021-1,065 lb. yearlings, \$14.00; 643 lb. mixed yearlings, \$13.00; 691 and 780 lb. heifers, \$11.75. Bunks for week: steers, \$9.25@13.90; fat mixed yearlings and heifers, \$10.50@11.75; cows, \$6.50@8.50; low cutters, \$4.75@5.50.

HOGS—Butcher hogs are 5-10c higher. The top today was \$8.65, with bulk of hogs selling in a very narrow range of \$8.50@8.55. A few of the lightest are around 160 lb., \$8.40. Light lights are selling principally in a spread of \$7.75@8.40; good 90-130 lb. pigs, \$6.75@7.75; packing sows, \$7.25@7.40; a few best light sows, \$7.50.

SHEEP—The market is unchanged for the week on sheep and lambs. Choice 81 lb. fed westerns cashed to packers today at \$13.25; heavier lambs 84-87 lb., \$13.00. The few natives coming have sold from \$12.75@13.00; culls, mostly \$9.50; best yearlings, \$10.50@10.75; fat ewes, \$5.00@6.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Jan. 11, 1928.

CATTLE—Early week declines on steers and yearlings which amounted to 25c or more have been replaced under

light receipts and active support of feeder buyers. Best steers reached \$13.25, with numerous cars at \$12.00@12.50; bulk, \$10.00@12.00. She stock is at present carrying a weak undertone, with sales mostly at \$6.50@8.50 on cows and from \$7.50@9.50 on heifers. Specialties reached \$10.00 for cows and \$10.50@11.00 for lightweight and yearling heifers. Cutters are holding at \$5.00 to \$6.00. Bulls are selling at \$7.50@8.00 mainly. Vealers are off around \$2.00 since last week, good lights selling today at \$10.00.

HOGS—Liberal receipts of hogs at all markets sent prices tumbling during the first three days of the week. Lights and butchers dropped 35 to 50c, with packing sows 50 to 60c off. Today's market found most of the lights and butchers selling at \$7.75@8.00; light lights, \$7.25@7.75; packing sows, \$6.75. Pigs shared in the slump and are selling at \$6.75, the lowest of the season.

SHEEP—Little change has occurred in the lamb market, best fed woolled natives being quotable at \$12.75 or better, with good to choice offerings from \$12.00@12.50. Cull and common kinds, \$9.50@10.00. Best ewes are selling around \$7.00.

ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Jan. 12, 1928.

CATTLE—Steer and yearling values showed mild reductions early in the week, but strength developed later and the close was mostly 25c higher than last Thursday. Good 1,200 lb. beefs topped at \$15.00. Several loads of

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yearlings and medium weight steers made \$14.25@14.50, with the bulk at \$11.50@14.00. Fat she stock held firm. Cows bulked at \$7.00@9.50, with tops at \$11.00. Short fed slaughter heifers sold largely at \$11.25 down, and all cutters bulked at \$5.50@6.50. Bulls ruled strong and medium grades turned at \$7.50@8.00 largely. Vealers declined \$2.50 and the top dropped to \$11.00.

HOGS—Supplies proved liberal and prices finished lower, although some recovery occurred late. Butchers closed mostly 10@15c off, and packing sows 25c lower than a week ago. Desirable grades above 190 lbs. bulked late at \$8.15@8.25, with the latter price top. Most 150-190 lb. avs. cleared at \$7.90@8.15. Packing sows bulked at \$6.75@7.00, and smooth light weights reached \$7.25.

SHEEP—Supplies proved liberal but fat lambs showed only minor weakness late. Aged stock ruled strong to 25c higher. Light and handyweight fed woolled lambs topped freely at \$12.85. Choice 95 lb. kinds made \$12.60 late and 100 lb. woolskins ranged down to \$12.00, natives largely \$12.00 down. Handyweight fall clippers scored \$11.25. Choice woolled yearlings made \$10.50@10.75. Fat ewes topped at \$7.25.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 7, 1928.

	CATTLE.		
	Week ending Jan. 7.	Prev. week.	Cor. 1927.
Chicago	22,960	17,000	26,753
Kansas City	20,790	15,489	25,911
Omaha	18,360	14,061	16,104
East St. Louis	11,845	9,930	12,117
St. Joseph	7,882	5,712	9,371
St. Louis	6,891	7,312	9,721
Fort Worth	6,840	6,794	5,294
Philadelphia	1,245	1,525	2,203
Indianapolis	5,291	3,236	4,913
Boston	1,481	1,190	1,602
N. Y. and Jersey City	8,049	8,160	9,956
Oklahoma City	5,442	5,096	4,596
Total	118,179	102,828	120,542

	HOGS.		
	Week ending Jan. 7.	Prev. week.	Cor. 1927.
Chicago	172,800	107,900	105,900
Kansas City	26,525	16,766	29,251
Omaha	34,114	34,177	40,344
East St. Louis	44,249	34,177	34,021
St. Joseph	26,553	23,589	26,416
St. Louis	34,532	32,711	33,755
Fort Worth	5,653	2,632	5,007
Philadelphia	18,040	16,360	21,248
Indianapolis	54,012	33,571	33,228
Boston	22,308	25,915	16,159
N. Y. and Jersey City	64,082	60,872	66,297
Oklahoma City	5,170	2,439	4,529
Total	508,128	388,943	418,805

	SHEEP.		
	Week ending Jan. 7.	Prev. week.	Cor. 1927.
Chicago	46,619	38,387	61,518
Kansas City	24,564	22,652	21,032
Omaha	26,412	25,785	21,153
East St. Louis	7,565	7,980	113,115
St. Joseph	23,355	21,886	20,822
St. Louis	11,612	11,069	10,184
Fort Worth	1,923	521	2,765
Philadelphia	3,954	3,026	4,781
Indianapolis	3,939	285	1,185
Boston	3,220	3,121	5,215
N. Y. and Jersey City	49,731	39,877	56,941
Oklahoma City	46	59	307
Total	190,940	174,981	319,251

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Jan. 7, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,475	6,133	5,147	15,408
New York	781	2,250	22,071	5,273
Central Union	2,429	947	...	16,779
Total	6,685	9,380	27,218	37,460
Previous week	7,935	12,267	32,802	38,688
Two weeks ago	6,850	11,066	31,519	43,685

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, January 7, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.				
	Cattle.	Hogs.	Sheep.	
Armour & Co.	6,519	10,200	13,365	
Swift & Co.	5,779	15,800	14,504	
Morris & Co.	2,454	14,500	10,582	
Wilson & Co.	4,037	16,600	8,168	
Anglo-Amer. Prov. Co.	967	7,900	....
G. H. Hammond Co.	2,460	12,300	....
Libby, McNeill & Libby.	744	....	....
Brennan Packing Co.	6,500	hogs; Miller & Hart, 7,600 hogs; Independent Packing Co., 6,400 hogs; Boyd, Lunham & Co., 6,500 hogs; Western Packing & Provision Co., 12,000 hogs; Roberts & Oake, 9,800 hogs; Agar Packing Co., 6,100 hogs; others, 40,600 hogs.

KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,283	956	6,372
Cudahy Pkg. Co.	3,049	701	4,141
Fowler Pkg. Co.	638	4	...
Morris & Co.	2,299	580	2,912
Swift & Co.	3,590	865	6,467
Wilson & Co.	3,531	287	5,241
Local butchers	782	225	1,392
Total	17,172	3,618	26,525

OMAHA.			
	Cattle.	Calves.	Hogs.
Armour & Co.	4,473	9,936	7,100
Cudahy Pkg. Co.	4,313	8,142	7,655
Dold Pkg. Co.	900	6,790	...
Morris & Co.	2,038	3,012	2,980
Swift & Co.	4,731	6,928	9,700
Eagle Pkg. Co.	12	...	...
M. Glassburg	10	...	...
Glaser Prov. Co.	13	...	...
Hoffman Bros.	52	...	...
Mayerowich & Vail	39	...	...
Omaha Pkg. Co.	66	...	...
J. Rife Pkg. Co.	64	...	...
J. Roth & Sons	18	...	...
So. Omaha Pkg. Co.	47	...	...
Lincoln Pkg. Co.	397	...	...
Morrell Pkg. Co.	240	...	...
Nagle Pkg. Co.	...	...	...
Sinclair Pkg. Co.	60	...	...
Wilson Pkg. Co.	115	...	...
Kennett-Murray Co.	...	2,741	...
J. W. Murphy	...	10,007	...
Other Buyers	...	8,483	...
Total	17,687	56,129	27,444

ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	1,811	142	7,917
Swift & Co.	3,417	1,000	9,782
Morris & Co.	1,457	512	2,813
East Side Pkg. Co.	948	...	5,989
Others	4,214	850	14,148
Total	11,848	2,504	44,249

ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	2,723	640	13,170
Armour & Co.	1,820	295	8,634
Morris & Co.	1,982	424	4,510
Others	2,519	326	4,602
Total	9,044	1,685	30,916

SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	2,193	250	13,094
Armour & Co.	2,238	241	12,627
Swift & Co.	1,589	199	7,150
Sacks Pkg. Co.	1	...	...
Smith & Co.	42	12	49
Local butchers	103	22	...
Order Buyers	2,276	...	...
Total	5,442	724	48,010

ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,243	3,350	30,199
Cudahy Pkg. Co.	460	1,716	...
Hertz Bros.	151	14	32
Swift & Co.	3,609	5,289	46,090
United Pkg. Co.	1,127	195	...
Others	226	...	24,538
Total	7,876	10,564	100,859

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Morris & Co.	2,702	526	2,142
Wilson & Co.	2,512	628	2,475
Others	74	...	553
Total	5,288	1,154	5,170

WICHITA.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	1,124	621	8,749
Dold Pkg. Co.	420	1	4,857
Wichita D. Beef Co.	21	...	...
Dunn-Ostertag	83	...	...
Keefe-Le Sturgeon.	114	...	...
Total	1,768	622	13,606

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern Buyers	1,002	2,938	16,864	3,268
Kingan & Co.	1,521	413	37,053	490
Indianapolis Abat.	1,632	41	629	...
Armour & Co.	364	...	157	15
Bell Pkg. Co.	53	...	1,350	...
Brown Bros.	204	10	...	12
Hilgemeyer Bros.	...	...	875	...
Schussler Pkg. Co.	82	...	394	...
Riverview Pkg. Co.	3	...	306	...
Meier Pkg. Co.	109	...	389	5
Indiana Prov. Co.	17	7	352	45
Art Wabnitz	11	41	...	26
Maas-Hartman & Co.	31	3	...	6
Steinmetz Pkg. Co.	...	81	...	16
Hosler Abat. Co.	20	...	...	...
Misc.	292	35	408	56
Total	5,291	3,519	58,777	3,930

CINCINNATI.			
	Cattle.	Calves.	Hogs.
C. A. Freund	108	31	299
S. Gall & Son	...	12	...
J. Hilberg & Son	...	...	548
G. Juengling	164	93	...
E. Kahn's Sons Co.	427	114	4,597
Kroger Gro. & Bak. Co.	199	119	4,091
Lohrey Pkg. Co.	3	...	292
H. H. Meyer Pkg. Co.	...	...	4,627
W. G. Rehn & Son	113	40	...
A. Sander Pkg. Co.	5	...	1,600
J. Schlachter & Son	186	127	...
J. & F. Schroth Pkg. Co.	10	...	4,207
Vogel & Son	6	...	544
Total	1,337	536	20,317

MILWAUKEE.			
	Cattle.	Calves.	Hogs.
Plankinton Pkg. Co.	1,260	6,868	10,168
U. D. B. Co., N. Y.	34	...	...
The Layton Co.	...	...	458
R. Gamm Co.	...	...	159
Armour & Co.	602	3,576	...
Armour & Co., Chgo.	67	...	...
Butchers	310	220	227
Traders	110	84	18
Total	2,365	10,748	11,030

RECAPITULATION.
Recapitulation of packers' purchases by market for the week ending Jan. 7, 1928, with comparisons:

CATTLE.			
	Week ending Jan. 7.	Prev. week.	Cor. 1927.
Chicago	22,960	17,000	24,407
Kansas City	17,172	13,455	17,617
Omaha	17,687	15,237	16,254
St. Louis	11,848	9,936	9,817
St. Joseph	9,044	6,946	7,081
St. Paul	8,442	6,136	7,563
Oklahoma City	5,288	2,945	3,639
Indianapolis	5,291	3,726	4,524
Cincinnati	1,337	997	1,333
Milwaukee	2,365	2,171	...
Wichita	1,768	890	1,337
Denver	1,587	774	...
St. Paul	7,876	7,296	9,117
Total	111,078	88,322	104,045

HOGS.			
	Week ending Jan. 7.	Prev. week.	Cor. 1927.
Chicago	172,800	107,900	89,400
Kansas City	26,525	16,766	17,930
Omaha	34,114	34,177	40,344
St. Louis	44,249	34,177	22,201
St. Joseph	30,918	27,611	24,483
St. Paul	48,010	40,384	43,483
Oklahoma City	5,170	2,439	4,383
Indianapolis	58,777	41,434	27,876
Cincinnati	20,317	18,013	14,372
Milwaukee	11,030	6,595	...
Wichita	13,606	8,883	8,064
Denver	...	8,549	6,732
St. Paul	100,859	87,377	63,579
Total	588,388	446,780	368,533

SHEEP.			
	Week ending Jan. 7.	Prev. week.	Cor. 1927.
Chicago	46,619	38,387	60,661
Kansas City	24,564	22,652	20,275
Omaha	27,444	28,931	21,896
St. Louis	7,565	7,880	7,465
St. Joseph	29,315	25,241	15,086
St. Paul	13,292	15,342	10,639
Oklahoma City	46	59	307
Indianapolis	3,939	1,988	3,668
Cincinnati	1,020	375	814
Milwaukee	445	105	...
Wichita	1,607	1,188	1,101
Denver	...	4,436	8,732
St. Paul	7,247	6,109	12,368
Total	163,103	162,857	158,259

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

Hide and Skin Markets

Chicago.

PACKER HIDES.—The market is stronger and fairly active, considering the light stocks available. Another advance of $\frac{1}{2}$ c was paid on all descriptions moving. The inactive descriptions could readily have moved at last week's trading prices, but killers are holding firmly for a $\frac{1}{2}$ c advance all around. Offerings are in small lots, killers being sold up closely.

Some larger tanners are inactive, with the idea of allowing stocks to accumulate in larger quantities, but the demand from other tanners keeps stocks well cleaned up on most descriptions. Around 30,000 hides moved during the week to date, all current take-off.

Spread native steers sold nominally around 28c. Heavy native steers advanced early, some 11,600 moving at $26\frac{1}{2}$ c, or $\frac{1}{2}$ c up. Extreme native steers are nominally $25\frac{1}{2}$ @26c.

Butt brands advanced $\frac{1}{2}$ c also, when 2,600 moved at 26c. Colorados were cleaned up early in the week, around 9,400 bringing $25\frac{1}{2}$ c, also $\frac{1}{2}$ c up. About 2,000 heavy Texas steers sold at 26c, a like advance. Light Texas steers are nominally $25\frac{1}{2}$ c, with last trading at 25c. Extra light Texas steers are quoted with branded cows at 24 @ $24\frac{1}{2}$ c.

Heavy native cows were quoted early at 25c, nominal, based on a sale of koshers at $24\frac{1}{2}$ c at the end of last week. A few were offered at 25c early, and now 25 @ 26 c is asked, including St. Paul's, which are now at a premium. A total of five cars of light native cows moved at $25\frac{1}{2}$ c, or $\frac{1}{2}$ c up, and this figure was bid for more. For branded cows 24c was paid last and bid; $24\frac{1}{2}$ c is asked.

For native bulls, $20\frac{1}{2}$ @ 21 c is asked, with last trading at 20c. One packer moved 1,800 Ft. Worth branded bulls at 20c early in the week.

SMALL PACKER HIDES.—The market is stronger and January hides are cleaned up locally except for one small packer who is asking 26c for all-weight native steers and cows and 25c for branded. He reports having declined $25\frac{1}{2}$ c bid for natives. Two cars of December-January bulls moved this week at 20c for native bulls and 19c for branded. At the end of last week, one local killer moved January production of around 5,000 hides at 25c for all-weight natives and $24\frac{1}{2}$ c for branded. Previously, another small packer moved his January production of 4,000 at 25c for natives and 24c for branded.

COUNTRY HIDES.—The market is strong, and while dealers are inclined to trade at the market, offerings are necessarily light and trading is in small quantities. Good all-weights are selling at $22\frac{1}{2}$ c, selected, delivered, and 23c is reported paid in one direction. Heavy cows and steers are priced around 21c, while steers alone are generally held at 22c. Buff weights have sold at $22\frac{1}{2}$ c for 45/60 lb., and up to 23c is now asked. Good 25/45 lb. extremes sold early at 25c and up to $25\frac{1}{2}$ c is reported in one

direction. However, more are reported available at 25c. Bulls are firm and around 18c, selected, is asked. For all-weight branded 20 @ $20\frac{1}{2}$ c Chicago freight, is asked.

CALFSKINS.—At the end of last week one packer moved December production of 3,600 calf at 33c for all points, a further advance of 1c. Later a bid of 34c was reported declined in another direction. Sellers are asking 35c.

First salted Chicago city calfskins were active at a 1c advance over last sale. One collector moved four cars at 30c. Higher prices had been asked, and the sale apparently was made to protect accumulation. Outside city calf are nominally around 29c. Mixed cities and countries are quoted around 25 @ 26 c nominal.

KIPSKINS.—One packer moved December production of 3,700 kips at the end of last week, at 30c for natives, northern basis, 29c for over-weights and 27c for branded. This was a 1c advance on natives.

First salted Chicago city kips are nominally $27\frac{1}{2}$ @ 28 c; last trading was at 26c. Outside cities are quoted at $26\frac{1}{2}$ @ $27\frac{1}{2}$ c, nominal. For mixed cities and countries around 25 @ $25\frac{1}{2}$ c is asked. Offerings of kips are scarce.

Packer regular slunks sold last at \$1.65 and \$1.75 is now asked. Hairless slunks are offered at \$1.10, with last trading around 95c in a fair way.

HORSEHIDES.—The market is slow to a shade easier. Good renderers are offered at \$9.50, ranging down to \$8.50 asked for mixed city and country lots.

SHEEPSKINS.—Dry pelts are quoted at 25 @ 28 c per lb. according to section. Packer shearlings are inactive. Last trading was at \$1.20 and \$1.25 for mixed cars. Pickled skins are firmer and are quoted at \$9.75 per doz. packer run of lambs. One packer sold ribby lambs at \$9.00 and blind ribbies at \$10.00.

The New York market is quoted at \$9.50 last paid for lambs and higher prices asked. The market is stronger. Pickled sheepskins are quoted around \$10.50 for straight run. One packer sold ribby sheep at \$10.00 and blind ribbies at \$11.50 and is now sold ahead. The market is firm. Packer wool lambs are quoted at \$3.75 per cwt. live lamb at Chicago for next week. For packer lambs $\$2.65$ @ $\$3.05$ is quoted on piece basis. Packer sheepskins are priced around $\$1.50$ @ $\$2.25$. Small packer lambs, $\$2.25$ @ $\$2.80$, with $\$2.85$ paid recently in one direction for December skins.

PIGSKINS.—No. 1 pigskin strips are quoted at $8\frac{1}{2}$ @ 9 c, according to quality, with a couple odd cars moving at 9c. Gelatine stocks are quoted at 4 @ $4\frac{1}{4}$ c, the top paid last.

New York.

PACKER HIDES.—The market is strong, with December hides about cleaned up and January hides not yet offered. Active inquiries are reported but, with lighter kill and general scarcity of hides, killers talk higher prices. The market is quoted nominally on a basis of $26\frac{1}{2}$ c for heavy na-

tive steers, $25\frac{1}{2}$ c for light native steers, 26c for butts, $25\frac{1}{2}$ c for Colorados and $21\frac{1}{2}$ c asked for native bulls.

COUNTRY HIDES.—A somewhat better movement is reported in the country hide market. Good 25/45 lb. extremes have sold at 25c and $25\frac{1}{2}$ c is now asked. Butts generally are quoted at $22\frac{1}{2}$ c. Good all-weights have sold at 22 @ $22\frac{1}{2}$ c, selected. The market is in a very firm position, in sympathy with packer hide market.

CALFSKINS.—The market is very firm, with an advance of 10c paid. Two cars moved at \$2.60 for 5-7's and \$3.10 for 7-9's; 9-12's are quoted at \$4.10. Kips are also stronger. Two cars of 12-17 lb. kips sold at \$4.50, the previous asking price. Active inquiries are reported by both domestic and foreign buyers. Another advance in prices on green calfskins is contemplated.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Jan. 7, 1928, 5,094,000 lbs.; previous week, 5,034,000 lbs.; same week, 1927, 6,042,000 lbs.

Shipments of hides from Chicago for the week ending Jan. 7, 1928, 4,779,000 lbs.; previous week, 4,678,000 lbs.; same week, 1927, 5,435,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Jan. 13, 1928, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending Jan. 13, 28.	Previous week.	Cor. week, 1927.
Spr. nat. str.	@28n	27 @28	@16
Hvy. nat. str.	@26 $\frac{1}{2}$	@26	@15 $\frac{1}{2}$
Hvy. Tex. str.	@26	@25 $\frac{1}{2}$	14 $\frac{1}{2}$ @15
Hvy. butt	@26	@25 $\frac{1}{2}$	14 $\frac{1}{2}$ @15
Brnd'd str.	@25 $\frac{1}{2}$	@25	14 @14 $\frac{1}{2}$
Hvy. Col. str.	@24 $\frac{1}{2}$	@24	13 @13 $\frac{1}{2}$
Ex-light Tex.	@24 $\frac{1}{2}$	@24	13 @13 $\frac{1}{2}$
Brnd'd cows, 24	@24 $\frac{1}{2}$	@24	13 @13 $\frac{1}{2}$
Hvy. nat. cows	@26ax	@24 $\frac{1}{2}$	13 $\frac{1}{2}$ @14
Light nat. cows	@25 $\frac{1}{2}$	@25	14 @14 $\frac{1}{2}$
Nat. bulls	@20 $\frac{1}{2}$	@20	10 @10 $\frac{1}{2}$
Brnd'd bulls	@20	19 $\frac{1}{2}$ @20	8 $\frac{1}{2}$ @9 $\frac{1}{2}$
Calfskins	@34	@32	@18 $\frac{1}{2}$
Kips, nat.	@30	@29	@18
Kips, ov-wt.	@29	@29	@16 $\frac{1}{2}$
Kips, brnd'd.	@27	@27	@14
Slunks, reg.	1.65@1.75	@1.65	@1.25n
Slunks, hrs.	.95 @1.10	.95 @1.05	@.85
Light native, butt branded and Colorado steers	1c per lb. less than heavies.		

CITY AND SMALL PACKERS.			
Nat. all-wts.	$25\frac{1}{2}$ @ 26 ax	@25ax	@13
Branded	$24\frac{1}{2}$ @25	@24 $\frac{1}{2}$ ax	@12 $\frac{1}{2}$
Nat. bulls	@20	19 @19 $\frac{1}{2}$ n	9 @9 $\frac{1}{2}$
Brnd'd bulls	@19	17 $\frac{1}{2}$ @18n	7 @7 $\frac{1}{2}$
Calfskins	@30	29 @30n	17 $\frac{1}{2}$ @18
Kips	@27	@28n	28 @27n
Slunks, reg.	1.25@1.40n	1.25@1.40n	90 @1.00n
Slunks, hrs.	.90 @1.00n	90 @1.00n	50 @60n

COUNTRY HIDES.			
Hvy. str.	@22ax	21 $\frac{1}{2}$ @22ax	@11 $\frac{1}{2}$
Hvy. cows	@21ax	20 $\frac{1}{2}$ @21	10 $\frac{1}{2}$ @11
Butts	@22 $\frac{1}{2}$	22 @22 $\frac{1}{2}$	11 $\frac{1}{2}$ @12
Extremes	@25 $\frac{1}{2}$	24 @25ax	14 @14 $\frac{1}{2}$
Bulls	@18ax	@17 $\frac{1}{2}$ ax	8 @8 $\frac{1}{2}$
Calfskins	@24n	@24n	@14
Kips	@23	23 @24n	13 $\frac{1}{2}$ @14
Light Calf.	1.40@1.75	1.40@1.75	@1.10
Deacons	1.25@1.50	1.35@1.50	@1.10
Slunks, reg.	.75 @1.00	75 @1.00	60 @70
Slunks, hrs.	.25 @30	25 @30	15 @25
Horsehides	.85@.95	8.75@9.75	4.50@5.75
Hogskins	@80	75 @80	35 @40

SHEEPSKINS.			
Pkr. lambs	2.50@3.05	2.50@3.05	1.75@2.25
Small packer lambs	2.25@2.80	2.25@2.80	.....
Pkr. shearings	1.20@1.25	1.20@1.25	1.05@1.20
Dry pelts	25 @28	25 @28	21 @23

(Reports of stocks of hides and skins on page 41.)



Interior View of
One of the Coolers

Moores & Dunford, Eng., New York City
Parklap, Inc., Builders, New York City



General View of Warehouse
—Cold Storage Section
without Windows



Crescent Cork Covering in Machine Room

a million feet of—
Crescent 100% Pure Corkboard
installed COMPLETE by
United's Service
in this new modern warehouse of
MONTREAL RAIL & WATER TERMINALS, Ltd.
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CITY..... STATE.....

Ice and Refrigeration

ICE NOTES.

A cold storage building will be constructed by the Lesehi Ice Co., Seattle, Wash.

The Temple Ice & Refrigerating Co., Temple, Tex., has sold its plants in Temple and Rogers, Tex., to the Southland Ice Co., Dallas.

The Citizens Ice Co., Princeton, Ky., successor to the Princeton Ice & Cold Storage Co., will build an addition to its plant and install new equipment.

An addition is planned to the plant of the Holtville Ice & Cold Storage Co., Holtville, Calif.

Rebuilding and remodeling of the Delphos ice plant, Delphos, Kan., has been undertaken by the Concordia Ice & Cold Storage Co.

New refrigerating equipment has been added to the plant of the New Orleans Cold Storage & Warehouse Co., New Orleans, La.

A contract has been let for an addition to the plant of the Commonwealth Ice & Cold Storage Co., Boston, Mass. It will be 65 by 95 feet in size and two stories high.

The refrigerating capacity of the plant of the Sidney Ice & Cold Storage Co., Sidney, Neb., will be increased.

Horace G. Fowler is building an addition to his ice factory and cold storage plant at Red Bank, N. J.

The Riverside Ice & Cold Storage Co., Riverside, N. J., has installed additional refrigerating equipment.

Plans are being prepared for a 10-story cold storage and refrigerating plant for the Produce Cold Storage Terminal Co., Chicago, Ill. The building will be 108 by 280 feet in size and will cost, with equipment, about \$1,250,000.

A new cold storage plant is being established in connection with the business of Loomis & Co., Augusta, Ga.

New cold storage rooms are being built by the Cairo Ice & Cold Storage Co., Cairo, Ga.

The Edison Ice & Storage Co., Edison, Ga., is building an ice plant with a cold storage addition.

New refrigerating equipment has been added to the plant of the Union Ice & Cold Storage Co., Stockton, Calif.

A 126-ton refrigerating machine was added recently to the plant of the Salinas Ice & Cold Storage Co., Salinas, Calif.

Plans are being made for a cold storage plant in Vancouver, B. C., Canada, to cost in the neighborhood of \$150,000.

The plant of the Underwood & Viles Cold Storage Co., Hutchinson, Ky., is being remodeled and additional equipment installed.

A cold storage department is being planned by the Home Ice Co., Sylvestor, Ga.

The Arctic Ice Co., Dallas, Tex., is planning the erection of an ice and cold storage plant to cost \$60,000.

A new cold storage plant is being built in Sweetwater, Tex., by the Citizens Ice Co.

Plans are prepared for an addition to the plant of the Memphis Cold Storage Warehouse Co., Memphis, Tenn. The estimated cost is \$25,000.

The Quaker City Cold Storage Ware-

house Co., Philadelphia, Pa., is building an 11-story building.

The Eastern Cold Storage Co., Columbus, Ohio, has been incorporated with a capital stock of 3,000 shares of no par value. The incorporators are M. C. Schwan, W. E. Barnes and J. W. Hohl.

I. N. Beasley, Jackson, Miss., will build a cold storage plant in McComb, Miss.

The new plant of the Hudson Valley Cold Storage Co., Germantown, N. Y., is completed and in operation.

PROTECTING INSULATION.

None of the commercial insulating materials, as far as is known, are in any sense waterproof or moistureproof.

According to the U. S. Bureau of Standards if insulating materials are immersed in water or kept in air at 100 per cent humidity, one material may absorb water less rapidly than another, but this fact is of minor importance. All the materials in question are permeable to water vapor, and if the insulation is colder than the outside air and is not protected on the outside, most of the water vapor which diffuses into the insulation from the outside will condense and accumulate, eventually producing a more or less saturated state and lowering the insulating value many times.

In a completely saturated state there is undoubtedly very little difference between the respective thermal conductivities of various commercial materials. The only remedy for this state of affairs is adequate protection on the outside by means of airtight coatings, and when possible, vents from the insulation to the inside should be provided.

The latter allow the insulation to dry out, since the inside air is colder. As a general rule applying to insulated structures, air proof the warm side and ventilate the cold side to the colder air. In no case can the insulating materials themselves be relied upon to prevent water accumulation.

DU PONT CELLOPHANE GROWS.

The Du Pont Cellophane Co., on January 1, 1928, moved their main sales office from 40 West Fortieth St., New York City, to the new Park Avenue Building, Thirty-second St. and Fourth Ave. The new quarters are necessary due to the expansion in the use of Cellophane during the past three years. Cellophane is now being used as a wrapping in over thirty important industries.

RECEIPTS AT CENTERS.

SATURDAY, JANUARY 7, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	400	4,500	3,000
Kansas City	800	750	...
Omaha	150	2,800	850
St. Louis	100	3,000	250
St. Joseph	...	1,500	...
Sioux City	200	3,000	100
St. Paul	300	5,000	300
Oklahoma City	200	500	...
Fort Worth	600	1,800	1,300
Milwaukee	600	100	...
Denver	200	800	250
Louisville	100	700	...
Wichita	200	1,000	100
Indianapolis	200	3,500	1,000
Pittsburgh	100	1,800	200

Cincinnati	200	1,200	100
Buffalo	100	700	800
Cleveland	200	1,100	200
Nashville, Tenn.	100	400	...
Toronto	...	800	...

MONDAY, JANUARY 9, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	45,000	25,000
Kansas City	17,000	8,000	14,000
Omaha	11,500	13,000	13,000
St. Louis	7,000	17,500	800
St. Joseph	4,300	4,500	5,500
Sioux City	5,500	13,000	7,500
St. Paul	5,700	39,000	8,200
Oklahoma City	1,800	1,700	...
Fort Worth	2,800	1,200	800
Milwaukee	200	400	100
Denver	2,900	5,400	4,000
Louisville	900	2,000	...
Wichita	3,900	3,300	600
Indianapolis	400	3,000	100
Pittsburgh	700	5,500	2,500
Cincinnati	1,700	4,500	300
Buffalo	1,600	16,000	1,200
Cleveland	600	5,500	4,200
Nashville, Tenn.	400	1,200	...
Toronto	2,100	1,300	1,200

TUESDAY, JANUARY 10, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	37,000	22,000
Kansas City	11,000	10,000	7,000
Omaha	8,500	16,000	12,000
St. Louis	17,000	17,000	1,000
St. Joseph	1,500	6,000	3,000
Sioux City	3,000	13,000	2,000
St. Paul	2,000	13,000	2,000
Oklahoma City	1,200	700	100
Fort Worth	2,000	500	200
Milwaukee	1,000	2,500	400
Denver	1,100	3,200	2,600
Louisville	100	900	...
Wichita	1,000	2,100	600
Indianapolis	1,200	11,000	600
Pittsburgh	100	1,000	500
Cincinnati	200	4,500	100
Buffalo	100	500	200
Cleveland	200	2,500	700
Nashville, Tenn.	100	700	...
Toronto	700	900	100

WEDNESDAY, JANUARY 11, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	24,000	13,000
Kansas City	6,000	10,000	7,000
Omaha	5,000	14,000	6,000
St. Louis	3,000	18,000	800
St. Joseph	3,000	10,000	5,000
Sioux City	3,000	15,000	3,000
St. Paul	3,000	87,000	1,200
Oklahoma City	1,200	800	...
Fort Worth	3,500	1,000	3,300
Milwaukee	500	2,000	100
Denver	800	1,700	6,300
Louisville	300	800	...
Wichita	1,100	2,300	500
Indianapolis	1,100	10,500	300
Pittsburgh	100	3,000	500
Cincinnati	500	4,200	300
Buffalo	200	1,500	1,400
Cleveland	300	3,000	2,000
Nashville, Tenn.	200	600	...
Toronto	200	600	300

THURSDAY, JANUARY 12, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	52,000	22,000
Kansas City	3,000	6,000	6,000
Omaha	3,000	14,000	11,000
St. Louis	2,400	13,500	500
St. Joseph	1,800	6,500	5,000
Sioux City	2,000	11,000	5,000
Oklahoma City	2,300	18,000	1,500
Fort Worth	800	800	...
Milwaukee	2,700	1,300	100
Denver	800	2,500	200
Wichita	900	3,000	5,000
Indianapolis	1,000	2,300	500
Pittsburgh	500	7,000	200
Cincinnati	...	3,000	600
Buffalo	600	2,900	200
Cleveland	100	1,300	600
Nashville, Tenn.	200	600	...
Toronto	200	600	300

FRIDAY, JANUARY 13, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	25,000	10,000
Kansas City	1,200	3,000	2,000
Omaha	400	9,500	3,000
St. Louis	300	11,000	500
St. Joseph	800	4,000	5,000
Sioux City	1,000	5,000	1,000
St. Paul	1,300	11,500	800
Oklahoma City	500	700	...
Fort Worth	1,800	900	1,000
Milwaukee	200	700	100
Denver	900	1,400	1,600
Wichita	400	1,400	200
Indianapolis	700	7,000	500
Pittsburgh	...	1,500	1,000
Cincinnati	400	3,500	1,000
Buffalo	100	5,600	5,000
Cleveland	100	2,000	1,000



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Chicago Section

Jay E. Decker, president, Jacob E. Decker & Sons Co., Mason City, Ia., was a Chicago visitor this week.

An Indiana packer in town this week was Ernest Urwitz of the Dryfus Packing Co., Lafayette.

E. J. Reis, of Armour & Company's refinery department, is now located at the Jersey City plant of the company.

Ralph Daigneau, head of the provision department of Geo. A. Hormel & Co., Austin, Minn., made a business trip to the city this week.

Ernst Terhardt, of the Chicago Packing Co., Detroit's largest hotel and restaurant supply house, was in Chicago this week looking into market conditions.

Edwin R. Smith, president of John E. Smith's Sons Company, Buffalo, N. Y., passed through Chicago this week on his way to spend the winter in Hawaii.

The reason for the remarkable spell of Indian summer weather in Chicago has been explained. Sam Stretch, the spice man, is approaching from the East and is due in these parts about this time.

Col. Edward N. Wentworth, director of Armour's Livestock Bureau, celebrated his birthday this week at a luncheon given at the Saddle & Sirloin Club to his official family, past and present. The Colonel isn't saying much about how old he is, but did mention if he lived to be twice his present age he would be 82.

R. J. Lester, Mexican representative for Geo. A. Hormel & Co., Austin, Minn., stopped off in Chicago this week on his way back to Mexico after transacting business in Austin. Mr. Lester said that conditions in the Southern republic are better than at any time during the past sixteen years.

J. A. Hawkinson, chairman of the board of Allied Packers, Inc., has returned from a trip abroad, where he went to join his family and bring them

home. Mrs. Hawkinson and two daughters spent several months on the Continent and in Great Britain, while Mr. Hawkinson confined his trip to a couple of weeks in England.

Phones at the offices of the Brennan Packing Co. were kept busy this week taking inquiries from friends of vice president Charles E. Herrick for news of Mrs. Herrick, who was operated on in the Rockford Hospital, Rockford, Ill., on Wednesday. Charley was at her bedside, and latest reports were that things were going fine and that her condition was even better than had been hoped for.

Provision shipments from Chicago for the week ending Dec. 31, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1927.
Cured meats, lbs.	12,507,000	10,989,000	15,578,000
Fresh meats, lbs.	31,952,000	28,371,000	48,655,000
Lard, lbs.	5,504,000	6,048,000	9,440,000

Packers' purchases of livestock at Chicago for the first four days of this week totaled 33,422 cattle, 15,587 calves, 91,531 hogs and 56,981 sheep.

Dr. W. Lee Lewis, director of the Department of Scientific Research, and H. D. Tefft, director of the Department of Packinghouse Practice and Research, Institute of American Meat Packers, spent the greater part of the week of January 9 to 14 visiting a number of member companies in Minnesota and Iowa. Dr. Lewis, while in Minneapolis, conferred with officials of the University of Minnesota regarding the placing of an Institute fellowship.

J. C. WOOD IS VICE PRESIDENT.

At the annual election of the Chicago Board of Trade this week Samuel P. Arnot, of Clement, Curtis & Co., was chosen president and John C. Wood, of J. C. Wood & Co., provision brokers, was elected vice president. Mr. Arnot has been a member of the exchange for the past 27 years and Mr. Wood for 33 years.

What pork cuts are cured in dry salt and how is it done? Ask the "Packer's Encyclopedia," the meat packer's guide.

BUSINESS OUTLOOK GOOD.

Reports from 49 commodity committees submitted at the fourth annual meeting of the Mid-West Shippers' Advisory Board held in Chicago, January 12, indicated that some gain can be expected in agriculture and industry in this section during the coming three months, compared with the same period of 1927. Comparing the first quarter of 1928 with the same period of 1927, some lines of activity reported their business outlook in the coming three months would be at approximately the same level as during the first quarter of 1927. These include packinghouse products, live stock, corn products and dairy and poultry products.

The meeting was attended by some 1,200 shippers and receivers of freight and railway officials from the territory covered by the activities of the board. W. W. Atterbury, president of the Pennsylvania Railroad System, was one of the speakers at the meeting.

George A. Blair, traffic manager of Wilson & Co., was appointed a member of the executive committee of the board.

KROGER BUYS PACKING PLANT.

The Ohio Packing Co., Columbus, O., has been purchased for cash by the Kroger Grocery & Baking Co., Cincinnati, the price paid being 250,000. The plant has a weekly capacity of 1,800 hogs and 200 cattle. The curing capacity is about 800,000 lbs. The plant will be used to supply the meat departments of the Kroger Co. in Columbus and surrounding territory.

This is the second plant acquired by the Kroger Company. They have successfully operated a modern killing and packing plant in Cincinnati for several years.

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Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
January 12, 1928.

Regular Hams.	
Green.	
8-10	17 1/4
10-12	16 1/4
12-14	16
14-16	15 1/2
16-18	15 1/4
18-20	15 1/4
20-22	15 1/4
22-24	15 1/4
24-26	15 1/4
26-28	15 1/4
28-30	15 1/4
30-32	15 1/4

S. P. Bolling Hams.

H. Run.	
16-18	16
18-20	16
20-22	15

Skin Hams.

Green.	
10-14	17
14-16	16 1/4
16-18	16 1/4
18-20	16 1/4
20-22	16 1/4
22-24	16 1/4
24-26	16 1/4
26-28	16 1/4
28-30	16 1/4
30-32	16 1/4

Picnics.

Green.	
4-6	10
6-8	9 1/4
8-10	9 1/4
10-12	9 1/4
12-14	9

Bellies.*

Green.	
6-8	17 1/4
8-10	17 1/4
10-12	17
12-14	16 1/4
14-16	16 1/4
16-18	16 1/4

*Square Cut and Seedless.

D. S. Bellies*

Clear.	
14-16	13
16-18	12 1/2
18-20	12 1/2
20-22	12 1/2
22-24	12 1/2
24-26	12 1/2
26-28	12 1/2
28-30	12 1/2
30-32	12 1/2
32-34	12 1/2
34-36	12 1/2
36-38	12 1/2
38-40	12 1/2
40-42	12 1/2
42-44	12 1/2
44-46	12 1/2
46-48	12 1/2
48-50	12 1/2
50-52	12 1/2
52-54	12 1/2
54-56	12 1/2
56-58	12 1/2
58-60	12 1/2
60-62	12 1/2
62-64	12 1/2
64-66	12 1/2
66-68	12 1/2
68-70	12 1/2
70-72	12 1/2
72-74	12 1/2
74-76	12 1/2
76-78	12 1/2
78-80	12 1/2
80-82	12 1/2
82-84	12 1/2
84-86	12 1/2
86-88	12 1/2
88-90	12 1/2
90-92	12 1/2
92-94	12 1/2
94-96	12 1/2
96-98	12 1/2
98-100	12 1/2

*Fully Cured.

D. S. Fat Backs.

8-10	9
10-12	9 1/4
12-14	10 1/4
14-16	11 1/4
16-18	11 1/4
18-20	12
20-22	12 1/4

D. S. Rough Ribs.

45-50	11.25
50-55	11.00
55-60	10.75
60-65	10.50

Other D. S. Meats.

Extra Short Cuts	35-45
Extra Short Ribs	35-45
Regular Plates	6-8
Clear Plates	4-6
Jowl Butts	7

LARD.

Prime steam	11.92 1/2
Prime steam, loose	10.07 1/2

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JANUARY 7, 1928.

	Open.	High.	Low.	Close.
S. P. LARD—				
Jan.	12.00	12.02 1/2	11.97 1/2	12.00
Mar.	12.17 1/2	12.17 1/2	12.17 1/2	12.17 1/2
May	12.30	12.35	12.30	12.32 1/2
CLEAR BELLIES—				
Jan.	12.60	12.60	12.60	12.60
Mar.	12.60	12.60	12.60	12.60
May	12.60	12.60	12.60	12.60
SHORT RIBS—				
Jan.	10.77 1/2	10.77 1/2	10.77 1/2	10.77 1/2
Mar.	11.30	11.30	11.27 1/2	11.27 1/2
May	11.30	11.30	11.27 1/2	11.27 1/2

MONDAY, JANUARY 9, 1928.

	Open.	High.	Low.	Close.
S. P. LARD—				
Jan.	12.02 1/2	12.07 1/2	11.97 1/2	12.07 1/2
Mar.	12.20	12.22 1/2	12.20	12.22 1/2
May	12.35	12.37 1/2	12.32 1/2	12.37 1/2
July	12.55	12.55	12.52 1/2	12.55b
CLEAR BELLIES—				
Jan.	12.65	12.65	12.65	12.65
Mar.	12.65	12.65	12.65	12.65
May	12.65	12.65	12.65	12.65
July	12.65	12.65	12.65	12.65
SHORT RIBS—				
Jan.	10.90	10.90	10.90	10.90
Mar.	11.47 1/2	11.47 1/2	11.47 1/2	11.47 1/2
May	11.47 1/2	11.47 1/2	11.47 1/2	11.47 1/2
July	11.62 1/2	11.62 1/2	11.62 1/2	11.62 1/2

TUESDAY, JANUARY 10, 1928.

	Open.	High.	Low.	Close.
S. P. LARD—				
Jan.	12.10	12.10	12.00	12.00
Mar.	12.25	12.25	12.15	12.15ax
May	12.40	12.42 1/2	12.30	12.30ax
July	12.57 1/2	12.57 1/2	12.47 1/2	12.47 1/2ax
CLEAR BELLIES—				
Jan.	12.65	12.65	12.65	12.65
Mar.	12.65	12.65	12.65	12.65
May	12.65	12.65	12.65	12.65
July	12.65	12.65	12.65	12.65
SHORT RIBS—				
Jan.	10.90	10.90	10.90	10.90
Mar.	11.37 1/2	11.37 1/2	11.37 1/2	11.37 1/2ax
May	11.50	11.50	11.50	11.50
July	11.50	11.50	11.50	11.50

WEDNESDAY, JANUARY 11, 1928.

	Open.	High.	Low.	Close.
S. P. LARD—				
Jan.	11.97 1/2	11.97 1/2	11.90	11.92 1/2b
Mar.	12.05	12.05	12.05	12.05b
May	12.27 1/2	12.27 1/2	12.20	12.22 1/2b
July	12.40	12.40	12.37 1/2	12.37 1/2b
CLEAR BELLIES—				
Jan.	12.65	12.65	12.65	12.65
Mar.	12.65	12.65	12.65	12.65
May	12.65	12.65	12.65	12.65
July	12.65	12.65	12.65	12.65
SHORT RIBS—				
Jan.	10.90	10.90	10.90	10.90
Mar.	11.30ax	11.30ax	11.30ax	11.30ax
May	11.50	11.50	11.50	11.50
July	11.50	11.50	11.50	11.50

THURSDAY, JANUARY 12, 1928.

	Open.	High.	Low.	Close.
S. P. LARD—				
Jan.	11.90	11.92 1/2	11.85	11.92 1/2b
Mar.	12.02 1/2	12.07 1/2	12.02 1/2	12.07 1/2b
May	12.17 1/2	12.27 1/2	12.17 1/2	12.25b
July	12.45	12.45	12.42 1/2	12.45ax
CLEAR BELLIES—				
Jan.	12.65	12.65	12.65	12.65
Mar.	12.65	12.65	12.65	12.65
May	12.65	12.65	12.65	12.65
July	12.65	12.65	12.65	12.65
SHORT RIBS—				
Jan.	10.90	10.90	10.90	10.90
Mar.	11.35b	11.35b	11.35b	11.35b
May	11.50	11.50	11.50	11.50
July	11.50	11.50	11.50	11.50

FRIDAY, JANUARY 13, 1928.

	Open.	High.	Low.	Close.
S. P. LARD—				
Jan.	12.00	12.02 1/2	11.97 1/2	12.02 1/2ax
Mar.	12.35 1/2	12.35 1/2	12.35 1/2	12.35 1/2ax
May	12.50	12.50	12.47 1/2	12.50ax
CLEAR BELLIES—				
Jan.	12.25	12.35	12.25	12.35b
Mar.	12.65	12.77 1/2	12.65	12.77 1/2b
May	12.65	12.65	12.65	12.65
July	12.65	12.65	12.65	12.65
SHORT RIBS—				
Jan.	10.90	10.90	10.90	10.90
Mar.	11.37 1/2	11.37 1/2	11.37 1/2	11.37 1/2b
May	11.50	11.50	11.50	11.50
July	11.50	11.50	11.50	11.50

BUFFALO LIVESTOCK IN DEC.

The receipts and disposition of livestock at Buffalo, N. Y., during December, 1927, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	20,392	23,086	119,451	123,505
Shipments	11,570	19,278	59,841	106,213
Local slaughter	9,189	3,777	60,101	13,475

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Jan. 12, 1928, with comparisons, were as follows:

	Week ending Jan. 12, 1928.	Prev. week, 1927.	Cor. week, 1927.
Armour & Co.	16,245	8,970	5,996
Anglo-American Prov. Co.	8,247	5,434	3,884
Swift & Co.	18,219	8,907	14,788
G. H. Hammond Co.	8,612	4,839	7,946
Morris & Co.	14,583	8,142	7,982
Wilson & Co.	19,427	10,768	12,616
Boyd-Lanham Co.	8,186	4,715	8,012
Western Pkg. & Prov. Co.	15,542	8,500	10,601
Roberts & Oake	11,845	9,171	8,119
Miller & Hart	10,242	8,063	6,116
Independent Pkg. Co.	7,826	4,791	6,235
Brennan Pkg. Co.	7,900	6,100	4,580
Agar Pkg. Co.	6,456	4,412	2,875
Total	153,039	92,812	98,319

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	35	22	16
Rib roast, light end	45	28	20
Chuck roast	28	20	14
Steaks, round	35	20	14
Steaks, sirloin first cut	60	40	20
Steaks, porterhouse	75	45	20
Steaks, flank	28	25	13
Beef stew, chuck	20	18	13 1/2
Corned briskets, boneless	24	22	18
Corned plates	15	12	10
Corned rumps, boneless	25	22	13

Lamb.

	Good.	Com.
Hindquarters	35	20
Legs	40	25
Stews	20	15
Chops, shoulder	25	20
Chops, rib and loin	55	28

Mutton.

Legs	26
Stew	10
Shoulders	16
Chops, rib and loin	35

Pork.

Loins, whole, 8@10 av.	21
Loins, whole, 10@12 av.	19
Loins, whole, 12@14 av.	18
Loins, whole, 14 and over	16
Chops	24
Shoulders	15
Butts	12
Spareribs	11
Hocks	11
Leaf lard, unrendered	11

Veal.

Hindquarters	26
Forequarters	14
Legs	12
Breaks	12
Shoulders	10
Cutlets	10
Rib and loin chops	10

Butchers' Offal.

Suet	9 1/2
Shop fat	9 1/2
Bone, per 100 lbs.	9 1/2
Calf skins	9 1/2
Kips	9 1/2
Deacons	9 1/2

CURING MATERIALS.

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Cur. week.	Jan. 13.	Cor. week.
Prime native steers.....	24 @ 26	19 @ 21
Good native steers.....	21 @ 24	16 @ 18
Medium steers.....	17 @ 20	14 @ 16
Hefers, good.....	15 @ 22	13 @ 18
Cows.....	12 @ 16	9 @ 13
Hind quarters, choice.....	28 @ 31	25 @ 28
Fore quarters, choice.....	19 @ 21	16 @ 18

Beef Cuts.

Steer Loins, No. 1.....	52 @ 53	49 @ 50
Steer Loins, No. 2.....	44 @ 45	41 @ 42
Steer Short Loins, No. 1.....	71 @ 73	68 @ 70
Steer Short Loins, No. 2.....	56 @ 58	53 @ 55
Steer Loin Ends (hips).....	33 @ 36	30 @ 33
Steer Loin Ends, No. 2.....	34 @ 35	31 @ 32
Cow Loins.....	26 @ 28	23 @ 25
Cow Short Loins.....	36 @ 38	33 @ 35
Cow Loin Ends (hips).....	20 @ 22	17 @ 19
Steer Ribs, No. 1.....	37 @ 38	34 @ 35
Steer Ribs, No. 2.....	33 @ 34	30 @ 31
Cow Ribs, No. 1.....	22 @ 23	19 @ 20
Cow Ribs, No. 2.....	22 @ 23	19 @ 20
Steer Rounds, No. 1.....	20 @ 21	17 @ 18
Steer Rounds, No. 2.....	20 @ 21	17 @ 18
Steer Chucks, No. 1.....	19 @ 20	16 @ 17
Steer Chucks, No. 2.....	18 @ 19	15 @ 16
Cow Rounds.....	16 @ 17	13 @ 14
Cow Chucks.....	14 @ 15	11 @ 12
Medium Plates.....	14 @ 15	11 @ 12
Briskets, No. 1.....	20 @ 21	17 @ 18
Steer Navel Ends.....	13 @ 14	10 @ 11
Cow Navel Ends.....	11 @ 12	8 @ 9
Pork Shanks.....	11 @ 12	8 @ 9
Hind Shanks.....	10 @ 11	7 @ 8
Rolls.....	25 @ 26	22 @ 23
Strip Loins, No. 1, boneless.....	00 @ 00	00 @ 00
Strip Loins, No. 2.....	05 @ 06	02 @ 03
Strips Butts, No. 1.....	40 @ 41	37 @ 38
Strips Butts, No. 2.....	29 @ 30	26 @ 27
Beef Tenderloins, No. 1.....	70 @ 71	67 @ 68
Beef Tenderloins, No. 2.....	65 @ 66	62 @ 63
Rump Butts.....	18 @ 19	15 @ 16
Flank Steaks.....	22 @ 23	19 @ 20
Shoulder Cuts.....	15 @ 16	12 @ 13
Hanging Tenderloins.....	20 @ 21	17 @ 18

Beef Products.

Brains (per lb.).....	10 @ 12	7 @ 9
Hearts.....	11 @ 12	8 @ 9
Tongues.....	29 @ 30	26 @ 27
Sweetbreads.....	38 @ 39	35 @ 36
Or-Tail, per lb.....	15 @ 16	12 @ 13
Fresh Tripe, plain.....	8 @ 9	5 @ 6
Fresh Tripe, H. C.....	7 @ 7 1/2	4 @ 4 1/2
Livers.....	16 @ 19	13 @ 16
Kidneys, per lb.....	10 @ 10	7 @ 7

Veal.

Choice Carcasses.....	22 @ 23	19 @ 20
Good Carcasses.....	17 @ 18	14 @ 15
Good Saddles.....	20 @ 21	17 @ 18
Good Backs.....	14 @ 15	11 @ 12
Medium Backs.....	11 @ 12	8 @ 9

Veal Products.

Brains, each.....	11 @ 13	8 @ 10
Sweetbreads.....	75 @ 77	55 @ 57
Calf Livers.....	57 @ 58	41 @ 43

Lamb.

Choice Lambs.....	25 @ 26	22 @ 23
Medium Lambs.....	23 @ 24	20 @ 21
Choice Saddles.....	27 @ 28	24 @ 25
Medium Saddles.....	25 @ 26	22 @ 23
Choice Fores.....	28 @ 29	25 @ 26
Medium Fores.....	26 @ 27	23 @ 24
Lamb Fries, per lb.....	12 @ 13	9 @ 10
Lamb Tongues, each.....	13 @ 14	10 @ 11
Lamb Kidneys, per lb.....	30 @ 31	27 @ 28

Mutton.

Heavy Sheep.....	13 @ 14	10 @ 11
Light Sheep.....	10 @ 11	7 @ 8
Heavy Saddles.....	12 @ 13	9 @ 10
Light Saddles.....	10 @ 11	7 @ 8
Heavy Fores.....	12 @ 13	9 @ 10
Light Fores.....	10 @ 11	7 @ 8
Mutton Legs.....	15 @ 16	12 @ 13
Mutton Loins.....	15 @ 16	12 @ 13
Mutton Stew.....	9 @ 9	6 @ 6
Sheep Tongues, each.....	13 @ 13	10 @ 10
Sheep Heads, each.....	10 @ 10	7 @ 7

Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av. 15.....	24 @ 25	21 @ 22
Calas.....	16 @ 17	13 @ 14
Skinned Shoulders.....	13 @ 13 1/2	10 @ 10 1/2
Tenderloins.....	35 @ 36	32 @ 33
Leaf Lard.....	11 @ 12	8 @ 9
Leaf Lard.....	10 @ 10	7 @ 7
Back Fat.....	14 @ 14 1/2	11 @ 11 1/2
Boston Butts.....	14 @ 15	11 @ 12
Hocks.....	14 @ 15	11 @ 12
Tails.....	15 @ 16	12 @ 13
Neck Bones.....	6 @ 6	3 @ 3
Slip Bones.....	12 @ 12	9 @ 9
Blade Bones.....	12 @ 12	9 @ 9
Pigs' Feet.....	9 @ 9	6 @ 6
Kidneys, per lb.....	8 @ 8	5 @ 5
Livers.....	5 1/2 @ 6	2 @ 2 1/2
Brains.....	14 @ 14	11 @ 11
Ears.....	6 @ 6	3 @ 3
Smouts.....	9 @ 9	6 @ 6
Heads.....	10 @ 10	7 @ 7

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	26 @ 27	23 @ 24
Country style sausage, fresh in bulk.....	19 @ 20	16 @ 17
Country style sausage, fresh in bulk.....	17 @ 18	14 @ 15
Country style sausage, smoked.....	22 @ 23	19 @ 20
Mixed sausage, fresh.....	16 @ 17	13 @ 14
Frankfurts in sheep casings.....	22 @ 23	19 @ 20
Frankfurts in hog casings.....	21 @ 22	18 @ 19
Bologna in beef bungs, choice.....	16 1/2 @ 17	13 1/2 @ 14
Bologna in cloth, paraffined, choice.....	15 @ 16	12 @ 13
Bologna in beef middles, choice.....	17 @ 18	14 @ 15
Liver sausage in hog bungs.....	24 @ 25	21 @ 22
Liver sausage in beef rounds.....	12 @ 13	9 @ 10
Head cheese.....	19 @ 20	16 @ 17
New England luncheon specialty.....	17 @ 18	14 @ 15
Mixed luncheon specialty.....	19 @ 20	16 @ 17
Tongue sausage.....	22 @ 23	19 @ 20
Blood sausage.....	17 @ 18	14 @ 15
Polish sausage.....	17 @ 18	14 @ 15
Sausage.....	16 @ 17	13 @ 14

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	51 @ 52	48 @ 49
Thuringer Cervelat.....	26 @ 27	23 @ 24
Farmer.....	31 @ 32	28 @ 29
Holsteiner.....	39 @ 40	36 @ 37
B. C. Salami, choice.....	48 @ 49	45 @ 46
Milano Salami, choice in hog bungs.....	50 @ 51	47 @ 48
B. C. Salami, new condition.....	26 @ 27	23 @ 24
Prisces, choice, in hog middles.....	42 @ 43	39 @ 40
Genoa style Salami.....	57 @ 58	54 @ 55
Pepperoni.....	39 @ 40	36 @ 37
Mortadella, new condition.....	12 @ 13	9 @ 10
Capicola.....	51 @ 52	48 @ 49
Italian style hams.....	40 @ 41	37 @ 38
Virginia hams.....	53 @ 54	50 @ 51

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....	\$6.50	
Large tins, 1 to crate.....	7.50	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	8.00	
Large tins, 1 to crate.....	9.00	
Frankfurt style sausage in pork casings—		
Small tins, 2 to crate.....	7.50	
Large tins, 1 to crate.....	8.50	
Smoked link sausage in pork casings—		
Small tins, 2 to crate.....	7.00	
Large tins, 1 to crate.....	8.00	

SAUSAGE MATERIALS.

Regular pork trimmings.....	8 @ 8 1/2	5 @ 5 1/2
Special lean pork trimmings.....	12 @ 13	9 @ 9 1/2
Extra lean pork trimmings.....	14 @ 15	11 @ 11 1/2
Neck bone trimmings.....	9 @ 9 1/2	6 @ 6 1/2
Pork cheek meat.....	8 @ 8 1/2	5 @ 5 1/2
Pork hearts.....	7 1/2 @ 8	4 1/2 @ 5
Native boneless bull meat (heavy).....	16 1/2 @ 17	13 1/2 @ 14
Boneless chucks.....	14 1/2 @ 15	11 1/2 @ 12
Shank meat.....	12 @ 12 1/2	9 @ 9 1/2
Beef trimmings.....	12 @ 12 1/2	9 @ 9 1/2
Beef heads (trimmed).....	8 @ 8 1/2	5 @ 5 1/2
Dr. canner cows, 300 lbs. and up.....	10 1/2 @ 10 1/2	7 1/2 @ 7 1/2
Dressed canners, 350 lbs. and up.....	10 1/2 @ 10 1/2	7 1/2 @ 7 1/2
Dr. bologna bulls, 500@700 lbs.....	13 @ 13	10 @ 10
Beef tripe.....	4 @ 4 1/2	1 @ 1 1/2
Cured pork tongues (can trim).....	14 1/2 @ 15 1/2	11 1/2 @ 12 1/2
(These are priced to wholesalers on material packed in new slack barrels for shipment.)		

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:		
Domestic rounds, 180 pack.....	25 @ 26	22 @ 23
Domestic rounds, 140 pack.....	28 @ 29	25 @ 26
Wide export rounds.....	30 @ 31	27 @ 28
Medium export rounds.....	35 @ 36	32 @ 33
Narrow export rounds.....	11 @ 12	8 @ 9
No. 1 weasands.....	13 @ 14	10 @ 11
No. 2 weasands.....	7 @ 7	4 @ 4
No. 1 domestic bungs.....	23 @ 24	20 @ 21
No. 2 bungs.....	14 @ 15	11 @ 12
Regular middles.....	11 @ 12	8 @ 9
Selected wide middles.....	2.50 @ 2.50	1.50 @ 1.50
Dried bladders:		
12/15.....	2.50 @ 2.50	1.50 @ 1.50
10/12.....	1.75 @ 1.75	1.15 @ 1.15
8/10.....	1.50 @ 1.50	1.15 @ 1.15
6/8.....	1.15 @ 1.15	0.85 @ 0.85
Hog Casings:		
Narrow, per 100 yds.....	8.25 @ 8.25	5.25 @ 5.25
Narrow, med., per 100 yds.....	2.50 @ 2.50	1.65 @ 1.65
Mediums, per 100 yds.....	2.00 @ 2.00	1.35 @ 1.35
Wides, per 100 yds.....	1.50 @ 1.50	1.00 @ 1.00
Export bungs.....	35 @ 35	22 @ 22
Large prime bungs.....	22 @ 22	15 @ 15
Medium prime bungs.....	13 1/2 @ 13 1/2	9 @ 9
Small prime bungs.....	10 @ 10	7 @ 7
Middles.....	18 @ 18	12 @ 12
Stomachs.....	06 @ 06	04 @ 04
Quotations for large lots. Smaller quantities at usual advance.		

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00	
Honeycomb tripe, 200-lb. bbl.....	16.00	
Pocket honeycomb tripe, 200-lb. bbl.....	18.00	
Pork feet, 200-lb. bbl.....	17.50	
Pork tongue, 200-lb. bbl.....	63.00	
Lamb tongues, long cut, 200-lb. bbl.....	42.00	
Lamb tongues, short cut, 200-lb. bbl.....	51.00	
BARRELED PORK AND BEEF.		
Mess pork, regular.....	30.00	
Family back pork, 20 to 34 pieces.....	32.00	
Family back pork, 35 to 45 pieces.....	34.00	
Clear back pork, 40 to 50 pieces.....	27.50	
Clear plate pork, 25 to 35 pieces.....	20.50	
Brisket pork.....	23.00	
Bean pork.....	23.00	
Plate beef.....	29.00	
Extra plate beef, 200 lb. bbls.....	30.00	

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.60 @ 1.62 1/2	
Oak pork barrels, black iron hoops.....	1.82 1/2 @ 1.87 1/2	
Ash pork barrels, galv. iron hoops.....	1.80 @ 1.82 1/2	
White oak ham tierces.....	2.30 @ 2.30	
Red oak lard tierces.....	2.37 1/2 @ 2.40	
White oak lard tierces.....	2.57 1/2 @ 2.60	

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	25 @ 25	
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	21 1/2 @ 21 1/2	
Nut margarine, 1 lb. cartons, f.o.b. Chicago.....	17 @ 17	
(30 and 60 lb. solid packed tubs, 1c per lb. less.)		
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	16 @ 16	

DRY SALT MEATS.

Extra short clears.....	11 @ 11	
Extra short ribs.....	11 @ 11	
Short clear middles, 60-lb. avg.....	12 1/2 @ 12 1/2	
Clear bellies, 15@20 lbs.....	12 @ 12	
Clear bellies, 14@16 lbs.....	13 @ 13	
Rib bellies, 20@25 lbs.....	12 1/2 @ 12 1/2	
Rib bellies, 25@30 lbs.....	11 1/2 @ 11 1/2	
Fat backs, 10@12 lbs.....	9 @ 9	
Fat backs, 14@16 lbs.....	11 1/2 @ 11 1/2	
Regular plates.....	9 @ 9	
Butts.....	7 @ 7	

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	22 1/2 @ 22 1/2	
Skinned hams, fancy, 16@18 lbs.....	21 @ 21	
Standard regular hams, 12@14 lbs.....	23 @ 23	
Picnics, 6@8 lbs.....	16 @ 16	
Standard bacon, 10@12 lbs.....	31 1/2 @ 31 1/2	
Standard bacon, 12@14 lbs.....	31 1/2 @ 31 1/2	
Cooked hams, choice, skin on, surplus fat off.....	33 @ 33	
Cooked hams, choice, skinned, surplus fat off.....	33 @ 33	
Cooked hams, choice, skinned, surplus fat off.....	34 @ 34	
Cooked picnics, skin on, surplus fat off.....	24 @ 24	
Cooked picnics, skinned, surplus fat off.....	25 @ 25	
Cooked loin roll, smoked.....	38 @ 38	

ANIMAL OILS.

Prime lard oil.....	15 @ 15 1/2	
Extra winter strained.....	13 @ 13 1/2	
Extra lard oil.....	12 1/2 @ 12 1/2	
Extra No. 1 lard.....	11 1/2 @ 11 1/2	
No. 1 lard oil.....	11 @ 11	
No. 2 lard oil.....	10 1/2 @ 10 1/2	
Acidless tallow oil.....	11 1/2 @ 11 1/2	
Pure neatfoot oil.....	15 1/2 @ 15 1/2	
Extra neatfoot oil.....	11 1/2 @ 11 1/2	
No. 1 neatfoot oil.....	11 1/2 @ 11 1/2	
20° CT neatfoot oil.....	17 1/2 @ 17 1/2	

LARD (Unrefined).

Prime, steam, cash, tierces.....	11.92 @ 11.92	
Prime, steam, loose.....	11.07 @ 11.07	
Leaf, raw.....	10.75 @ 10.75	
Neutral lard.....	13.50 @ 13.50	

LARD (Refined).

Pure lard, kettle rendered, per lb.....	12.12 @ 12.12	
Pure lard, tierces.....	12.15 @ 12.15	
Compound.....	12.87 @ 12.87	

OLEO OIL AND STEARINE.

Oleo oil, extra.....	17 1/2 @ 17 1/2	
Oleo stocks.....	14 @ 14	
Prime No. 1 oleo oil.....	16 @ 16	
Prime No. 2 oleo oil.....	15 @ 15	
No. 3 oleo oil.....	14 @ 14	
Prime oleo stearine, edible.....	9 @ 9	

TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	9 1/2 @ 9 1/2
Prime packers' tallow.....	8 1/2 @ 8
No. 1 tallow, basis 10% f.f.a. 42 titre.....	8 1/2 @ 8 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 1/2 @ 7
Choice white grease, max. 4% acid, loose, Chicago.....	9 @ 9
B-White grease, max. 5% acid.....	8 @ 8
Yellow grease, 12-15 f.f.a.....	7 1/2 @ 8
Brown grease, 40 f.f.a.....	6 1/2 @ 6

Retail Section

It Pays to Study Ways to Give Customers What They Want

Meat retailing today cannot be conducted in a haphazard way.

Simply carrying those cuts and grades of meat in demand will not win business for a market. It must interest people in its stock to the point where they will come into the store and buy.

And, further, if it is to keep and build trade it must also give to its customers a good measure of that rather indefinite commodity known as "Service."

Customers are becoming more and more exacting in their demands for attention from the retail meat dealer.

They want good meats at a price fair to the dealer and to themselves. They want these meats attractively prepared and wrapped and delivered on time. And they like to feel the merchant is particularly interested in their food problems, and is willing and anxious to meet their wishes and desires in every way possible.

"Service" Is Demanded

In some respects "service" is a personal attribute.

Some dealers have the ability to get on a friendly basis with customers and to make them feel at home in the store. Such a characteristic is valuable in these days.

Other retailers, not so fortunate in this respect, might do better if they would cultivate personality and originate ways and means for building good will.

One way to do this is to study the methods of successful retailers, and to take for one's own use those ideas that can be adopted with profit.

In the following article is told one of the methods used by a successful Western meat retailer to impress customers with the fact that he is looking out for their interests, and is anxious to serve them to the best of his ability. It is one merchandising kink that retailers can adopt to their own use.

"After-Thoughts" in Selling

By Willis Parker.

The little "after-thoughts" do much to build the retail meat dealers' business, according to E. W. Bisbing, proprietor of Bisbing's Market, 1223 East Thirteenth Ave., Denver, Colo. They

serve, he says, to impress upon the customer the meat merchant's desire to give her the best of service in the selection and preparation of her food products.

To illustrate this point, here is an incident that took place in the market recently.

A woman came in and ordered a couple of chickens to be dressed, drawn and otherwise prepared for serving. After taking the order and noting carefully just what the customer wanted and how she wanted it, Mr. Bisbing permitted the customer to leave.

But before she got to the door, he called to her and said, "You want those chickens cut up too, don't you, Mrs. Jones?"

She hesitated a moment and replied in the affirmative.

"I knew all of the time," Mr. Bisbing explained, "that she wanted those chickens cut up. But to ask her the question just as she was leaving—an after-thought, as it were, on my part—showed her that I was thoughtful of the service I was trying to render her."

"She appreciated that service more when it came in that manner than if I

had asked her at the counter when I was taking the order, or had gone ahead and cut up the birds without consulting her.

Good Service Wins Business.

"I purposely hold back something along those lines to ask the customer before she gets out of the store. I call them 'after-thoughts' because they appear to be such, if the customer takes time to consider them.

"And while I have better meats than many dealers, there are many of my competitors who have just as good merchandise to offer. I compete with them by giving better service, if I possibly can, and by impressing upon my customers that I am giving them better service than they can get at other places.

"Not only do the after-thoughts apply to the cutting and preparation as well as selection of the meats, but they also apply to the delivery service. I endeavor to know my customers, their eccentricities and idiosyncrasies and govern my service accordingly.

"If I suspect that Mrs. Brown is giving a dinner party and wants her meats at a certain time, I do not ask her about the time when she is placing the order, but wait until she almost reaches the door and then ask: 'You want this delivered by such-and-such a time, don't you?'

"I may not have struck the time exactly, and she corrects me. But it all goes to prove to her that I'm thinking all the time about how I may better serve her."

It pays. Try it.

MEAT TRADE OF FRISCO.

San Francisco has 8,624 retail and 2,798 wholesale establishments, employing a total of 76,969 persons whose salaries and wages totaled \$135,995,100, according to the Census of Distribution recently announced by the U. S. Department of Commerce. The total sales for these wholesale and retail establishments amounted to \$1,873,056,200.

Meat, poultry and fish markets constitute 113 of the retail establishments and 56 of the wholesale establishments. There are 1,616 retail grocery and delicatessen stores and 267 wholesale. This class of retail stores showed the largest total annual sales for 1926 in this city.

Sales in the retail meat, poultry and fish stores totaled \$15,175,100. Of these retail stores 340 do a business over \$25,000 annually and 22 of them more than \$100,000.

Under "wholesale establishments" livestock sales are listed at \$7,393,700.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

YOU ARE WORKING IN THE DARK IF YOU DO NOT!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me copy of reprint on
"Cutting Tests for Retailers."
Name
Street
City
Enclosed find 5 cents in stamps.

RADIO AUDIENCES ON MEAT.

For the past two years the New York City and Hudson County, New Jersey, Meat Councils have conducted tests to determine the extent of the radio audiences which listen to the weekly talks on meat, broadcast from Station WJZ.

The first of these tests, made on February 18, 1926, brought in slightly over 500 letters in response; the second test made on February 17, 1927, resulted in 1,066 letters and the last test, run on December 8, 1927, brought in 1,200 replies.

In the 1,200 replies received after the talk given December 8, 1927, 455 cities in 10 states were represented. The title of the talk broadcast on December 8th was "Swiss Steak for Nutrition Yodlers," prepared for the use of the Meat Council by John C. Cutting, of the National Association of Meat Councils.

The talks used in the previous tests were likewise written by Mr. Cutting, who for the past five years has directed a comprehensive program of radio talks. The Council has secured the cooperation of radio stations in various other cities in broadcasting these weekly talks.

Mr. Philip Smith of the New York Meat Council, in commenting on the results of these tests, makes the following statement:

"Two facts stand out prominently as a result of the tests conducted by the Council. We find that the scope of our educational work has broadened steadily and we know that we have given prominence to the radio as an educational medium.

"There can be no doubt that there are a vast number of women who know very little about meat—how to buy it economically, how to prepare it successfully and how to serve it so that the diet will be well balanced. Through the medium of these talks the housewives in the Eastern states are learning these things and learning them in a manner to bring favor to the Meat Councils."

NEWS OF THE RETAILER.

Carl Wommack and E. C. Brownell have purchased the Pasco Market at Pasco, Washington, which had been operated by the Walla Walla Co. for over 20 years.

John Alexander has purchased the Godskey Meat Market at Springville, Ia.

Herbert Oakley has purchased the meat market of Estes & Shiven at Ardmore, Okla.

B. B. Brinkley has sold his interest in the City Meat Market at Maysville, Okla., to B. B. Moody.

Ira Sober has purchased the meat business of Ward Grice at Vici, Okla.

Wm. Soloman has opened a meat

market in the Duffey Bldg., Texhoma, Okla.

O. F. Dickson has sold the Unique Meat Market at Toledo, Ore., to Mrs. May Ireland.

N. A. LaVoie has purchased the meat market of Traaen & Davis at Portland, Ore.

John W. Kempker has engaged in the meat business at 1602 Division St., Portland, Ore. The new shop is known as Kempker's Quality Market.

Roth & Whitaker will engage in the meat business at 322 Broadalbin St., Albany, Ore.

Henry Burkhardt will assume control of the Palmquist Meat Market at Great Falls, Mont.

John Hamm has purchased the Quality Meat Market on North Fifth Ave., Jamestown, N. D.

Zivney & Sons will conduct a meat business at Fox Lake, Wis., in connection with their Beaver Dam market.

John Greve will open a meat market in the Pilgrim Bldg., Hill City, Minn.

Clarence Smith has purchased the Putman Meat Market at Long Pine, Nebr.

McKeen & Friddle have purchased the City Meat Market at Paris, Ark.

The meat market of Noviss & Love, Springport, Mich., was recently destroyed by fire.

Edward C. Kiene has purchased the Ideal Market on West Main St., Ottawa, Ohio, from Allen and Miller.

John Zook has purchased the meat market on West Franklin St., Delphi, Ind., from Harry Gingrich.

The meat market of W. A. Winsor



RETAILER SHOWS PRIZE BEEF.

Grand champion beef carcasses hanging in the coolers of McCann & Co., Inc., Pittsburgh, Pa. The carcasses here shown are of the grand champion carload of cattle at the 1927 International Live Stock Exposition, Chicago.

The cattle were bought by the Pittsburgh firm and held on exhibition for some time in a room adjoining their market. During this time they were fed and cared for by the herdsman under whom they were put in show condition, so there would be no loss in weight or quality.

This is believed to be the first time a retail meat dealer bought the grand champion carload of the International.

and Son, Bradford, Pa., was recently destroyed by fire.

A meat department has been added to the Cash and Carry grocery of C. C. Perry, Forest City, Texas.

Albert Koenig has established an up-to-date meat market in the Koenig Bldg., 8th St. and Madison Ave., Covington, Ky.

The meat market of J. H. Claus, Sutton, Nebr., was recently destroyed by fire.

Blundell Brothers have purchased the meat business of Wm. Reische at Chadron, Nebr.

The Prather-Ernst meat market at Seymour, Ind., was destroyed by fire recently, the damage estimated at \$6,000.

Bagley's Meat Market was recently installed in the Hansen Store Bldg., Bagley, Minn.

The meat market of W. C. Kahler, Kenton, Ohio, was recently damaged by fire.

Edward Kaufman has opened a new meat market at 520 Forest St., Wausau, Wis., to be known as Kaufman's Cash and Carry Market.

Points of Law
for the Trade

Legal information on matters affecting your daily business that may save you money.

WAS IT A FORGERY?

Forgery, as some anonymous wit has remarked, is one of the "fine" and imprisonment arts. The clerk or other employee who forges his employer's name frequently figures in the court records.

Now, if a clerk signs a meat dealer's name to a check so skilfully that the bank believes it to be the grocer's signature and cashes the check, the clerk is guilty of forgery. Suppose, however, that the clerk signs the grocer's name to the check, without any attempt at imitation, and the paying teller points out that it is not the grocer's signature.

"Of course—he authorized me to sign it," the clerk replies. The teller believes this statement, and cashes the check. Is the clerk guilty of forgery, if as a matter of fact he has no authority?

The Supreme Court of California (in *People v. Pendit*, 111 Cal. 274), answered this question in the negative, saying:

"When the crime is charged to be the false making of a writing, there must be the making of a writing which falsely purports to be the writing of another. The falsity must be in writing itself—in the manuscript. A false statement of fact in the body of the instrument, or a false assertion of authority to write another's name or to sign his name as agent, by which a person is deceived and defrauded, is not forgery."

New York Section

Among Retail Meat Dealers

President Herman Kirschbaum was very much elated at the meeting of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, on Tuesday evening of this week. It certainly looked as though the Branch was starting the New Year right, as it was one of the largest meetings held in some time, even standing room being at a premium. As a special program had been arranged for the evening, routine matters were dispensed with entirely.

Professor L. W. Barnhardt, who has been collecting data for the vocational training courses, was the first speaker. He spoke on the need of these courses, of their development and the work being accomplished in the other cities throughout the country through vocational training. It is expected that the courses will be started in New York City in the near future.

The next speaker was Mr. Hughes, of Ottenheimer Brothers, Baltimore. His talk was along the line of proper window display and individualism. He stressed the point of arranging store layout to save time, also on the modern trend of business and the necessity of criss-crossing merchandise. Due to the number of retailers in one section, competition has become so keen that the handling of one product, such as meat, was not deemed sufficient to carry on a profitable business, he said.

Mr. Hughes further stated that 87 per cent of merchandise is sold through the eye, 3½ per cent through taste, 1½ per cent through touch and the remaining 8 per cent through hearing. The proper display and proper lighting in order to bring out prominently the articles to be sold was stressed by Mr. Hughes.

State President George Kramer gave an interesting account of a conference course which he attended at Columbia, and the questions asked and answered. His talk was along the lines of seeing the retailer through the eyes of the packer salesmen.

Mr. Kramer also spoke on the Butchers Mutual Casualty Company. He stated that the pamphlet issued by the insurance company covering 1926 showed that the company had the smallest losses of any company in New York State, and at the same time had the largest percentage of net earnings. He further stated that during 1927 the company had done a bigger business with largest profits.

A. D. Sullivan of Armour and Company gave an extensive talk on the modern methods of curing and smoking pork products. Mr. Sullivan showed a number of charts giving the parts of the hogs used for curing, and explained the ingredients used in pickling.

Then followed a meat cutting demonstration which proved interesting and instructive. Three chucks of beef were cut for the purpose of demonstrating the most profitable way of selling. There were a number of questions asked and much valuable information gained. Those who did the cutting were H. T. Vetter, Jacob Scheyer,

Oscar Schaefer and I. Block. David Van Gelder of the South Brooklyn Branch also did some figuring.

It was decided that as this meeting was so successful there would be one large meeting of an educational nature each month, and the board of directors of the Branch will hold a meeting on Tuesday, January 24, to arrange further details for the following meeting.

It was learned with regret that Moe Loeb, a past president of the Branch, was seriously ill and flowers were ordered sent him.

Another large and enthusiastic gathering of the meat merchants in the vicinity of Astoria, Corona, Jackson Heights, Woodside and Elmhurst attended an open meeting on Tuesday evening of this week. Swift & Company showed two films of the "Texas Trail" and "At the Breakfast Table." The Beechnut Packing Company supplied refreshments.

There were a number of prominent speakers. John Harrison, representing the South Brooklyn Branch, spoke as did W. H. Woods, president of the Branch. Mr. Woods gave a definite idea of the new competition and how it has affected the stores in that neighborhood. He also spoke of the new corporation now being formed for the handling of groceries, and stated that stock was available to all. This Queensborough branch is going ahead rapidly and gaining in membership.

The principal order of business at the meeting of the Richmond (Staten Island) Branch was the election of officers on Tuesday evening of this week. The officers selected for the ensuing year are: President, August Anselm; vice-president, L. Gondeck; treasurer, L. Brown; secretary, A. Gondeck. S. Klein, A. Bardes, L. Gondeck, L. Brown, J. Petroni, A. Gondeck, G. Anselm and L. Seyman constitute the board of directors. A number of applications for membership were received. Quite a number of retailers throughout the island have installed grocery departments which they say have increased their meat sales.

The Westchester Branch will hold what they term their first annual banquet on Monday, January 23, at Jean's Restaurant, 23 South Broadway, Yonkers. This will be in the form of a stag, and there will be entertainment, music and a good dinner.

The proposed grocery corporation will hold a meeting on January 16th for the purpose of arranging further details, and there will probably be an election of a board of directors and officers.

The Eastern District Branch held a meeting on Tuesday evening of this week, when there was a talk on systematic bookkeeping. Report on the annual vaudeville and dance, which is to be held at Schwaben Hall on February 22nd, was presented by the committee.

So serious is the illness of Moe Loeb, a past president of the State Association of Retail Meat Dealers, felt to be by his family, that his son, who has been studying music abroad, sailed for home to be at his father's bedside.

With the rather hectic weather in New York this winter it is no wonder that the Ladies' Auxiliary, New York State Association, has had its share of sick members. Among these is Mrs. George Anselm, Mrs. Frank P. Burek, who is still in the hospital, Mrs. Fred Hirsch, Mrs. Fred Mueller, who has had two major operations and is still in the hospital, Mrs. R. Schumacher, Mrs. Schmitka and Mrs. H. Schutte.

Frank Kunkel, a former president of the Washington Heights Branch, and Mrs. Kunkel, a member of the Ladies' Auxiliary, will celebrate their silver wedding anniversary on Saturday, January 14th.

NEW YORK NEWS NOTES.

Among the visitors from Wilson & Company, Chicago, this week were F. H. Knies, W. E. Kimberlin, G. A. Blair of the traffic department, and Judge J. D. Cooney, of the legal department.

M. G. Middaugh, branch house department, Chicago, and C. H. Simon, Boston territory, Swift & Company, were visitors to the city this week.

Ira Newman, of the U. S. Cold Storage Company, Chicago, was in New York during the week.

The New York organization of F. C. Rogers welcomed Mr. and Mrs. Harry K. Lax of Philadelphia to New York this week. Mr. Lax is connected with F. C. Rogers' Philadelphia organization.

The general monthly meeting of the Eastern and Western members of the National Sausage Casing Dealers' Association will be held on January 24 at the office of the association. Matters of considerable importance to the members will be discussed.

Mrs. Frank M. Firor is recuperating at her home after an operation at the hospital for appendicitis. Mrs. Firor is the wife of Frank M. Firor, president of George Kern, Inc., and Adolf Goebel, Inc.

M. J. McCarthy, who has been with the J. C. Francesconi Co. for twelve years, has established a department for trading in paraffine wax, oils, tallow and greases with Smith-Weihman Company.

New York is looking for better conditions, as indicated by E. F. Meier, of B. Meier & Son, who says that while 1927 was not as good as other years, that 1928 is starting very well.

George Damsel, of the general superintendent's department, and J. Faulkner, of the insurance department, Armour and Company, Chicago, were visitors to the city this week.

SAUSAGEMAKERS GET RESULTS.

At the annual meeting of the Sausage Manufacturers Association of New England, held in Boston on January 3, the following officers were elected to succeed themselves for the coming year:

Sidney H. Rabinowitz, president; Fred Plett, vice-president; Harold Taylor, treasurer; Philip W. Rounsevell, secretary; Max Chernis, sergeant-at-arms, and Carl A. Weitz, director.

According to the report of the executive secretary, J. Arthur McCoy, the association is three years old, having been organized at the close of 1924 with eight charter members. There are three classes of membership—active, associate and sustaining, with 56 members in all.

Last August an advertising campaign to popularize the frankfurts was carried on by the association in the Boston daily newspapers, at a cost of \$1,000. Other publicity has included the issuance of six editions of the association bulletin, which is a publication "designed to promote cooperation among the producers of 'ready-to-serve' meats in New England." At the same time the organization has co-operated actively with various health department and government officials in an effort to establish higher standards in the industry.

The association projects have included such matters as the purchase of supplies, employment problems, credit matters, merchandising, insurance, cost accounting, sales promotion, manufacturing problems, distribution, fire protection, and business ethics.

The New England association is in touch with numerous other trade associations, and is recognized far outside of New England as one of the organizations in the field trying to raise an important industry to higher levels, and helping the individual to perform a greater service in his community.

Watch the "Wanted" page for chances.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Jan. 12, 1928, as follows:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$22.50@24.50	\$22.00@24.00	\$21.00@23.00	\$23.00@24.00
Good	19.50@22.50	20.50@22.00	18.00@21.00	19.00@22.00
STEERS (Lt. & Med. Wt., 700 lbs. dn.):				
Choice	21.00@23.00		21.40@23.00	23.00@24.00
Good	18.50@21.00	20.00@21.00	18.00@21.00	19.00@22.00
STEERS (All Weights):				
Choice	16.00@18.50	19.00@20.00	16.00@18.00	16.00@18.00
Common	14.00@16.00	18.00@19.00	15.00@16.00	
COWS:				
Good	15.00@16.00	16.00@17.00	15.00@17.50	16.00@17.50
Medium	13.50@15.00	17.00@18.00	15.00@16.00	14.50@16.00
Common	12.00@13.50	14.50@15.00	14.00@15.00	12.50@13.50
Fresh Veal (1):				
VEALERS:				
Choice	20.00@22.00		23.00@25.00	23.00@24.00
Good	18.00@20.00	18.00@21.00	19.00@22.00	21.00@23.00
Medium	15.00@18.00	17.00@18.00	16.00@19.00	18.00@20.00
Common	13.00@15.00	16.00@17.00	14.00@16.00	
CALF CARCASSES (2):				
Choice				17.00@18.00
Good				16.00@17.00
Medium				15.00@16.00
Common				
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	23.00@25.00	25.00@26.00	23.00@25.00	24.00@26.00
Good	22.00@24.00	24.00@25.00	21.00@24.00	22.00@24.00
LAMB (42-55 lbs.):				
Choice	19.00@23.00	22.00@24.00	20.00@23.00	22.00@23.00
Good	18.00@22.00	21.00@23.00	19.00@21.00	18.00@21.00
LAMB (All Weights):				
Medium	19.00@22.00	19.00@23.00	18.00@22.00	
Common	18.00@21.00		16.00@18.00	
MUTTON (Ewes):				
Good	12.00@14.00	14.00@15.00	13.00@15.00	13.00@15.00
Medium	10.00@12.00	12.00@14.00	10.50@12.00	12.00@13.00
Common	8.00@10.00	10.00@12.00	9.00@11.00	11.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	15.00@17.00	16.00@17.50	16.00@18.00	17.00@19.00
10-12 lbs. av.	14.00@16.00	16.00@17.50	15.00@17.00	17.00@19.00
12-15 lbs. av.	13.50@15.50	15.00@16.00	14.00@16.00	16.00@17.00
15-18 lbs. av.	13.00@14.50	14.00@15.00	13.00@15.00	15.00@16.00
18-22 lbs. av.	12.50@13.50	12.50@14.00	12.50@14.00	14.50@15.00
SHOULDERS:				
N. Y. Style—Skinned	11.00@13.00		12.00@14.00	13.00@15.00
PICNICS:				
4-6 lb. av.		12.00@13.00	12.00@14.00	13.00@14.00
6-8 lb. av.		12.00@13.00	11.00@13.00	12.00@13.00
BUTTS: Boston Style	13.00@15.00		15.50@17.00	16.00@18.00
SPARE RIBS: Half Sheets	11.00@13.00			
TRIMMINGS:				
Regular	8.50@10.00			
Lean	14.00@15.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia week ending Jan. 5, 1928.

	Dec. 30	Dec. 31	Jan. 2	Jan. 3	Jan. 4	Jan. 5	This week.	Last week.	Last year.	—Since Jan. 1— 1928. 1927.
Chicago	39.822	39.822	39.822	39.822	39.822	39.822	39,822	39,702	33,143	33,143
N. Y.	44.258	44.258	44.258	44.258	44.258	44.258	44,258	44,050	47,745	47,745
Boston	10.109	10.109	10.109	10.109	10.109	10.109	10,109	12,875	10,514	10,514
Phila.	18.740	18.740	18.740	18.740	18.740	18.740	18,740	13,655	17,295	17,295
Total	112,920	112,920	112,920	112,920	112,920	112,920	112,920	89,172	108,697	112,929

Cold storage movement (lbs.):

	In Jan. 5.	Out Jan. 5.	On hand Jan. 5.	Same week-day last year.
Chicago	1,545	416,922	8,047,634	9,282,280
New York	43,338	255,434	7,049,115	4,182,060
Boston	44,768	131,945	3,947,544	5,821,028
Phila.	22,800	55,665	1,045,762	868,494
Total	112,451	859,956	20,090,055	17,853,868

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago:

47 47 Holiday 47 47 47

Receipts of butter by cities (tubs):

Total 112,451 859,956 20,090,055 17,853,868

Adolf Gobel, Inc.

Wholesale Provisioners

Hams, Bacon, Frankfurters, Meat Loaves,
Bolognas, Sausages, Tongue, Lard



Quality Meat Products

Daily Service to Delicatessens, Meat Markets
Luncheon Shops and Refreshment Stands

ADOLF GOBEL, Inc. Flushing and Morgan Ave.
Brooklyn, N. Y.

MEMPHIS PACKING CORPORATION, Memphis, Tenn.

Fancy Green Bellies, Hams
Barrel Packed Dressed Poultry

Car Lot Shippers

Carcass Boning
Beef, Calves

We Sell GENUINE HICKORY WOOD FOR SMOKING in Car Lots

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, prime, 100 lbs.	\$15.50@16.50
Cows, medium	6.25@ 7.50
Bulls, light to medium	7.00@ 8.75

LIVE CALVES.

Calves, veals, prime, 100 lbs.	\$18.00@18.50
Calves, common to medium, per 100 lbs.	13.00@16.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$14.00@14.40
Lambs, culls, 100 lbs.	9.00@10.00

LIVE HOGS.

Hogs, heavy	@ 8.50
Hogs, medium	@ 9.25
Hogs, 120 lbs.	@ 9.00
Roughs	@ 7.00
Good Roughs	@ 7.50

DRESSED HOGS.

Hogs, heavy	@13.00
Hogs, 150 lbs.	@13.50
Pigs, 80 lbs.	@14.00
Pigs, 80-140 lbs.	@13.50

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	@26
Choice, native light	@26
Native, common to fair	@24

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@24
Native choice yearlings, 400@600 lbs.	@26
Western steers, 600@800 lbs.	@20
Texas steers, 400@600 lbs.	@18
Good to choice heifers	@22
Good to choice cows	@17
Common to fair cows	@14
Fresh bologna bulls	@12up

BEEF CUTS.

	Western.	City.
No. 1 ribs	@25	@38
No. 2 ribs	@21	@31
No. 3 ribs	@18	@24
No. 1 loins	@29	@44
No. 2 loins	@28	@38
No. 3 loins	@22	@33
No. 1 hinds and ribs	@30	@32
No. 2 hinds and ribs	@24	@27
No. 3 hinds and ribs	@21	@22
No. 1 rounds	@19	@20
No. 2 rounds	@18	@18
No. 3 rounds	@17	@17
No. 1 chucks	@19	@20
No. 2 chucks	@16	@17
No. 3 chucks	@13	@15
Bolognas	@ 6	@15½
Rolls, reg., 6@8 lbs. avg.	@22	@23
Rolls, reg., 4@6 lbs. avg.	@18	@18
Tenderloins, 4@6 lbs. avg.	@60	@70
Tenderloins, 5@6 lbs. avg.	@80	@90
Shoulder clods	@10	@11

DRESSED CALVES.

Prime	@24
Choice	@21
Good	@20
Medium	@15

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	@25
Good lambs	@24
Lambs, poor grade	@20
Sheep, choice	@15
Sheep, medium to good	@12
Sheep, culls	@8

SMOKED MEATS.

Hams, 8@10 lbs. avg.	@20½
Hams, 10@12 lbs. avg.	@20
Hams, 12@14 lbs. avg.	@20
Picnics, 4@6 lbs. avg.	@14½
Picnics, 6@8 lbs. avg.	@15
Rollettes, 6@8 lbs. avg.	@16
Beef tongue, light	@26
Beef tongue, heavy	@30
Bacon, boneless, Western	@24
Bacon, boneless, city	@21
Pickled bellies, 8@10 lbs. avg.	@18

FANCY MEATS.

Fresh steer tongues, untrimmed	25c	a pound
Fresh steer tongues, l. c. trim'd	38c	a pound
Sweetbreads, beef	65c	a pound
Sweetbreads, veal	\$1.00	a pair
Beef kidneys	15c	a pound
Mutton kidneys	8c	each
Livers, beef	27c	a pound
Oxtails	18c	a pound
Beef hanging tenders	26c	a pound
Lamb fries	10c	a pair

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	@17
Pork tenderloins, fresh	@55
Pork tenderloins, frozen	@45
Shoulders, city, 10@12 lbs. avg.	@16
Shoulders, Western, 10@12 lbs. avg.	@14
Butts, boneless, Western	@21
Butts, regular, Western	@18
Hams, Western, fresh, 10@12 lbs. avg.	@20
Hams, city, fresh, 6@10 lbs. avg.	@21
Picnic hams, Western, fresh, 6@8 lbs. average	@12
Pork trimmings, extra lean	@20
Pork trimmings, regular, 50% lean	@11
Spare ribs, fresh	@14

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00@50.00
Striped hoofs, per ton	45.00@50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s.300.00@325.00	
Horns, avg. 7½ oz. and over, No. 2s.250.00@275.00	
Horns, avg. 7½ oz. and over, No. 3s.200.00@225.00	

BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 7
Cond. suet	@ 5½

SPICES.

	Whole.	Ground.
Allspice	19	22
Cinnamon	16	19
Cloves	19	24
Coriander	10	13
Ginger	15	15
Mace	1.05	1.15
Nutmeg	38	38
Pepper, black	38	42
Pepper, Cayenne	40	44
Pepper, red	35	35
Pepper, white	51	55

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	20	3.30	3.75	3.95	5.10
Prime No. 2 Veals	27	3.10	3.50	3.70	4.85
Buttermilk No. 1	26	2.95	3.40	3.60	....
Buttermilk No. 2	24	2.75	3.15	3.35	....
Branded Grubby	15	1.80	2.15	2.35	3.10
Number 3	....	At Value	....	....	....

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8½c	8½c
Double refined nitrate soda, granulated	4c	3½c
In 25 barrel lots:		
Double refined saltpetre, granulated	5½c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined saltpetre, large crystal	8½c	8½c
Double refined nitrate soda, granulated	3½c	3½c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	@28
Western, 45 to 54 lbs. to dozen, lb.	@27
Western, 45 to 47 lbs. to dozen, lb.	@23
Western, 36 to 42 lbs. to dozen, lb.	@21
Western, 30 to 35 lbs. to dozen, lb.	@20
Fowls—fresh—dry pld.—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@30
Western, 45 to 54 lbs. to dozen, lb.	@28
Western, 45 to 47 lbs. to dozen, lb.	@26
Western, 36 to 42 lbs. to dozen, lb.	@24
Western, 30 to 35 lbs. to dozen, lb.	@22
Fowls—frozen—dry pld.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@27
Western, 55 to 59 lbs. to dozen, lb.	@27
Western, 45 to 47 lbs. to dozen, lb.	@24
Western, 30 to 35 lbs. to dozen, lb.	@20
Ducks—	
Long Island, prime	@26
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	@90
Prime, dark, per dozen	3.00@3.50

LIVE POULTRY.

Fowls, colored, per lb., via express	..31 @32
Geese, via express	..26 @27
Turkeys	..30 @45
Pigeons, per pair, via freight or express	@50

BUTTER.

Creamery, extras (92 score)	@50½
Creamery, firsts (90 to 91 score)	@50
Creamery, seconds	@42½
Creamery, lower grades	@40½

EGGS.

Extras, gathered	..50 @51
Extra firsts	..48 @49
Firsts	..47 @47
Checks	..32 @34

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@2.45
Ammonium sulphate, double bags, per 100 lbs. f. a. s. New York	@2.50
Blood, dried 15-18% per unit	@4.90
Fish scrap, dried 11% ammonia, 10% B. P. L. f. o. b. fish factory	Nominal
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f. o. b. fish factory	4.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@2.40
Tankage, ground 10% ammonia, 15% B. P. L. bulk	5.10 & 10c
Tankage, unground, 9@10% ammonia	4.50 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw 4½ and 50 bags, per ton	@39.00
Acid phosphate, bulk, f. o. b. Baltimore, per ton, 16% flat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@12.40
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@36.40
Sulphate in bags, basis 90%, per ton	@45.70

Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.25

Meat Scraps, Ground.

50%	@70.00
55%	@75.00

Emil Kohn, Inc.
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

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Caledonia 0113-0114

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28.

32
27
45
50

50%
50
42%
40%

51
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@2.45

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